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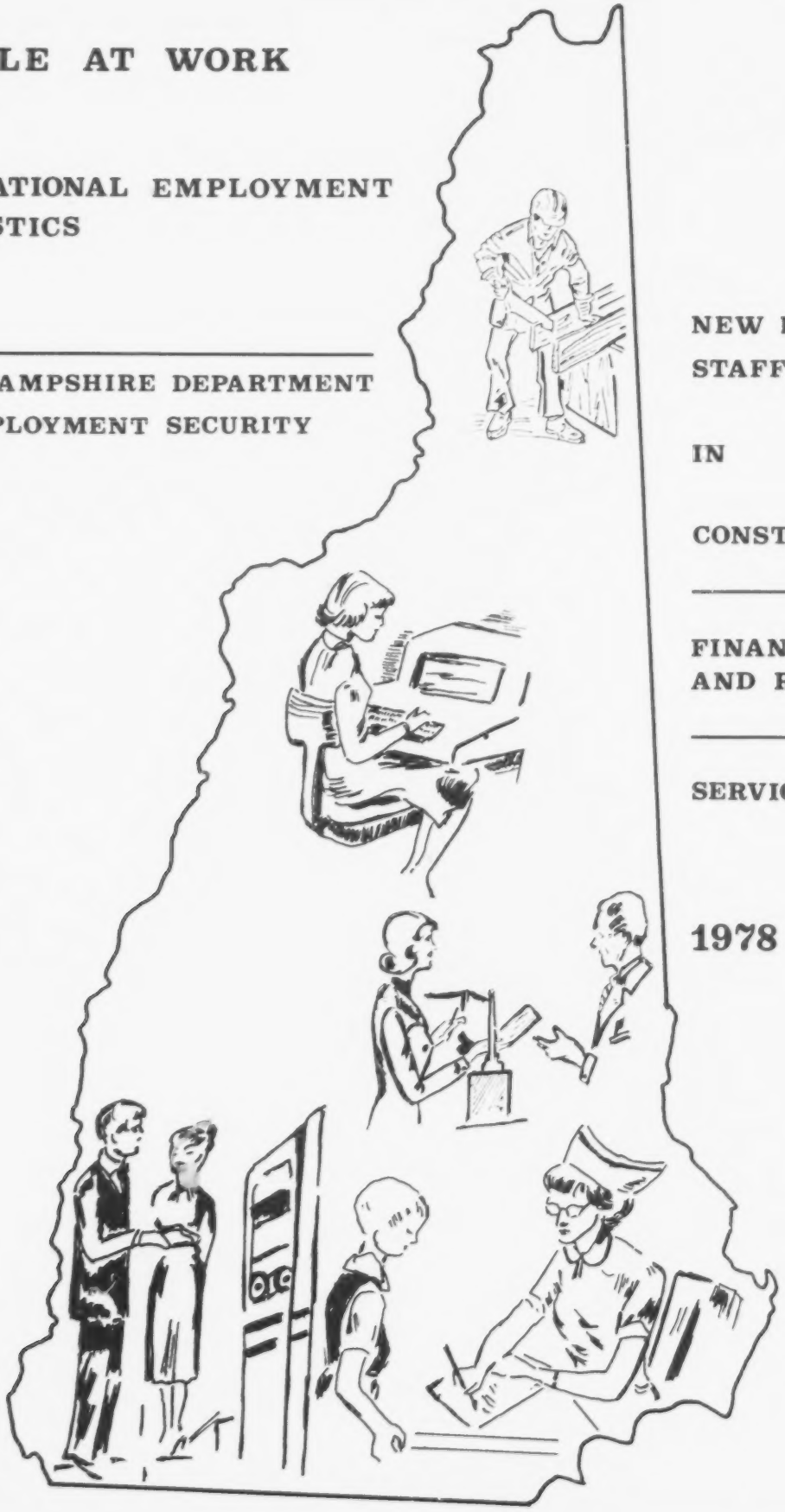
PEOPLE AT WORK

OCCUPATIONAL EMPLOYMENT STATISTICS

NEW HAMPSHIRE DEPARTMENT
OF EMPLOYMENT SECURITY



NEW HAMPSHIRE STAFFING PATTERNS

IN

CONSTRUCTION

FINANCE, INSURANCE, AND REAL ESTATE

SERVICES

1978

NEW HAMPSHIRE STAFFING PATTERNS

IN SELECTED NONMANUFACTURING

INDUSTRIES

1978

An Occupational Employment Statistics Survey

Conducted By The

Economic Analysis and Reports Section

NEW HAMPSHIRE DEPARTMENT OF EMPLOYMENT SECURITY

In Cooperation With The

U. S. BUREAU OF LABOR STATISTICS

AND THE

EMPLOYMENT AND TRAINING ADMINISTRATION

Using A Grant From The

NEW HAMPSHIRE OFFICE OF EMPLOYMENT AND TRAINING

Published November 1979

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PREFACE

Our sincere appreciation is extended to those employers who participated in this survey. Without their support, this publication would not have been possible.

We also would like to express our thanks to the United States Department of Labor, both at the regional level in Boston, Mass. and the national level in Washington, D. C., for their help in the Federal-State Cooperative effort.

This report was prepared by the New Hampshire Occupational Employment Statistics (OES) Program staff: Arthur French, William Halm, Oliver Northcott and Madaline Shanelaris, with programming and data processing support provided by Charles Marshall.

Your comments and suggestions as well as requests for more information are most welcome. We may be reached at the following address:

Department of Employment Security
Occupational Employment Statistics Unit
32 South Main Street
Concord, New Hampshire 03301

Phone (603) 224-3311, Extension 253

INTRODUCTION

This publication is one of a continuing series of reports containing New Hampshire occupational employment estimates and staffing patterns. The New Hampshire Department of Employment Security is cooperating with the Bureau of Labor Statistics and the Employment and Training Adminstration of the United States Department of Labor together with the New Hampshire Office of Employment and Training in the "Occuptional Employment Statistics" (OES) Program. This is the fourth publication resulting from the OES Program.

Between July and December 1978, the New Hampshire Department of Employment Security conducted an occupational employment survey of selected nonmanufacturing industries by means of a questionnaire. The usable returns were compiled from the results of an original mailing plus two follow ups. These usable returns comprised the basis for this report.

With the completion of the 1978 survey of selected nonmanufacturing industries, the entire wage and salary sector of our labor force has been surveyed excluding medical services, educational institutions and a portion of regulated industries. The data obtained is being used as input to the second phase of the OES program to establish industry occupation matrices covering all sectors of the economy. These matrices, in turn, will provide the data base for projecting occupational requirements for one industry, a group of industries or the complete nonfarm sector.

Standard Industrial Classification (SIC) as used in this report defines industries in accordance with the composition and structure of the economy and covers the entire field of economic activities. The current manual was revised in 1972 and is now widely used by individual business firms. The SIC codes are basically two digit, three digit or four digit depending on the level of detail used. Only two digit and three digit codes are used in this report.

The OES program will enable the Department of Employment Security to provide educational planners, manpower analysts, employers, economists and other users with reliable current data on employment by occupation together with projections of future demand.

In addition to the occupational data included in this report, similar tables and charts for the industries listed below may be obtained by writing to this address:

Department of Employment Security
Occupational Employment Statistics Unit
32 South Main Street
Concord, New Hampshire 03301
Phone (603) 224-3311, Extension 253

Please specify the table or tables which you wish to receive.

SIC	
152	General Building Contractors-Residential
154	General Building Contractors-Nonresidential
161	Highway and Street Construction
162	Heavy Construction, Except Highway and Street Construction
171	Plumbing, Heating and Air Conditioning
173	Electrical Work
174	Masonry, Stonework, Tile Setting, and Plastering
179	Miscellaneous Special Trade Contractors
602	Commercial and Stock Savings Banks
603	Mutual Savings Banks
632	Accident and Health Insurance and Medical Service Plans
653	Real Estate Agents and Managers
701	Hotels, Motels and Tourist Courts
721	Laundry, Cleaning and Garment Services
734	Services to Dwellings and Other Buildings
739	Miscellaneous Business Services
753	Automotive Repair Shops
794	Commercial Sports
801	Offices of Physicians
802	Offices of Dentists
805	Nursing and Personal Care Facilities
808	Outpatient Care Facilities
836	Residential Care
864	Civic, Social and Fraternal Associations
891	Engineering, Architectural, and Surveying Services

SUMMARY

OCCUPATIONAL EMPLOYMENT IN

SELECTED NONMANUFACTURING INDUSTRIES

There were 76,131 wage and salary workers in the nonmanufacturing industries selected for the survey period (second quarter of 1978) and they represented 20.8 percent of the nonagricultural labor force. Nationally the average for the same period was 26.5 percent.

Total nonmanufacturing has had a much greater increase in employment over the last twenty years than manufacturing. In 1958 there was slightly more than one worker in nonmanufacturing for every worker in manufacturing. By 1978 the ratio was two and one half jobs in nonmanufacturing for every one in manufacturing. Over the last ten years leather and textiles have declined sharply and the recession of 1974-1975 hit manufacturing quite severely. Nonmanufacturing employment numbered 150,000 in 1968. This segment had had an employment decrease in 1957, however since 1958 nonmanufacturing has gained jobs each year. By 1975, the worst recession year, employment was 210,000, and in 1978 it reached 256,000. Construction was the only division in the survey to feel the crunch during the 1974-1975 recession.

The survey includes selected firms within construction, finance, insurance, real estate and services. It does not include hospitals, educational institutions, regulated industries, wholesale and retail trade or government. Construction covers new work, additions, alterations, and repairs. The three broad types of construction activity are: building, other than building, and special trades. Finance, insurance and real estate includes: banks and trust companies, credit agencies other than banks and security and commodity brokers; carriers of all types of insurance and insurance agents; and real estate operators, owners and lessors. Service industries include firms that provide services for individuals, businesses and government establishments.

The portion of nonmanufacturing industries within the scope of this survey was approximately half the total nonmanufacturing firms in the private sector. Construction accounted for 27.1 percent of the total employment, finance, insurance and real estate 22.0 percent and services 50.3 percent. Within construction, special trade contractors cover a wide variety of skills and comprise slightly less than half the 20,675 construction workers. In the finance, insurance and real estate division, banking employs over 5,000 people and insurance nearly 6,000 out of a total of 16,717. One out of every two jobs surveyed was a service job, the largest of which was health services. Doctors offices, dentist offices and nursing homes comprised more than a third of the service jobs.

Production workers was the largest of the occupational groups with 28.8 percent of the employment. Carpenters, truck drivers and heavy equipment operators accounted for one out of four production jobs and clerical occupations were next with 25.6 percent of the jobs. Within the clerical occupations group keypunch operators, bookkeepers, accounting clerks, secretaries, general office clerks, typists and tellers accounted for slightly over 50 percent of the work force while secretarial jobs the greatest number of

workers in any one category. Service occupations accounted for 16.6 percent of all occupations. Nurse aides and orderlies and waiters and waitresses dominated the service occupations with 26.0 percent of the jobs. Manager and officer occupations and professional occupations each account for 11.0 percent of the total. Registered nurses had the greatest number of professional positions with 16.3 percent. Technical and sales personnel accounted for slightly less than 7 percent. Licensed practical nurses, dental assistants and drafters were the predominant jobs in the technical field and insurance agents and sales representatives were in the forefront of sales occupations.

Total wages reported by all industries covered by unemployment compensation for the second quarter of 1978 totalled $749,073,800. Construction industries paid out $60,272,000 or 8.0 percent of the total, finance, insurance and real estate paid $43,292,700 or 5.8 percent and services paid $123,327,300 which was 16.5 percent. Construction with an average of $238 a week had the highest weekly average in nonmanufacturing while finance, insurance and real estate at $197 a week was above the overall average of $193. Workers in services averaged $159 in weekly wages.

A trend that seems evident in recent years is the lessening of higher paying production jobs and the increasing of lower paying service jobs.

SELECTED NONMANUFACTURING INDUSTRIES

THE FIFTEEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS

The fifteen specific occupations listed below by employment size comprise only five percent of the grand total of 305 specific occupations employing ten or more workers but total 40 percent of the covered employees in the selected nonmanufacturing industries included in this occupational employment survey.

RANK	OES CODE	OCCUPATIONAL TITLE	APRIL-JUNE 1978 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	10000	Managers and Officers	8,316	10.9
2	61368	Secretaries	2,759	3.6
3	55A47	Carpenters	2,746	3.6
4	61333	General Clerks, Office	2,518	3.3
5	44025	Nurse Aides and/or Orderlies	1,884	2.5
6	61382	Tellers	1,644	2.2
7	54000	Truck Drivers	1,418	1.9
8	55B52	Heavy Equipment Operators	1,412	1.9
9	43009	Waiters/Waitresses	1,409	1.9
10	25457	Nurses, Professional	1,391	1.8
11	61307	Bookkeepers, Hand	1,079	1.4
12	42000	Guards and Doorkeepers	958	1.3
13	41003	Maids	921	1.2
14	61392	Typists	900	1.2
15	25401	Accountants and Auditors	861	1.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
TOTAL ALL OCCUPATIONS		76,131	100.0
MANAGERS AND OFFICERS	10000	8,316	10.9
PROFESSIONAL OCCUPATIONS	20000	8,553	11.2
Civil Engineers	21004	257	0.3
Electrical and Electronic Engineers	21005	80	0.1
Mechanical Engineers	21008	128	0.2
All Other Engineers	21900	107	0.1
Actuaries	22101	11	*
Statisticians	22104	58	0.1
All Other Mathematical Scientists	22199	9	*
All Other Physical Scientists	22299	22	*
Biological Scientists	22302	54	0.1
All Other Life Scientists	22399	6	*
Market - Research Analysts	23003	11	*
Psychologists	23004	58	0.1
All Other Social Scientists	23900	9	*
Systems Analysts, Electronic Data Processing	24000	54	0.1
Systems Analysts, Business	24001	50	0.1
Systems Analysts, Scientific and Technical	24002	43	0.1
Teachers, Preschool or Kindergarten	25101	184	0.3
Teachers and/or Instructors, Nonvocational Education	25106	24	*
Vocational and Educational Counselors	25107	25	*
All Other Teachers	25199	18	*
Photographers	25200	29	*
Photographers, Portrait and/or Commercial	25201	10	*
All Other Photographers	25299	2	*
Purchasing Agents and/or Buyers	25300	99	0.1
Accountants and Auditors	25401	861	1.1
Actors or Actresses	25402	29	*
Architects	25405	51	0.1
Announcers, Radio and Television	25409	12	*
Budget Analysts	25413	19	*
Directors, Camp	25416	15	*
Caseworkers	25418	281	0.4
Chiropractors	25419	14	*
Commercial Artists	25426	75	0.1
Cost Estimators, Engineering	25427	416	0.5
Credit Analysts, Chief	25428	16	*
Credit Analysts	25429	52	0.1
Dance Instructors	25430	58	0.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Dentists	25433	237	0.3
Dietitians and/or Nutritionists	25434	73	0.1
Writers and/or Editors	25436	35	*
Embalmers	25437	40	0.1
Investigators, Insurance	25442	66	0.1
Employment Interviewers	25443	79	0.1
Law Clerks	25445	38	0.1
Lawyers	25446	371	0.5
Librarians, Professional	25448	24	*
Musicians, Instrumental	25456	89	0.1
Nurses, Professional	25457	1,391	1.8
Occupational Therapists	25458	54	0.1
Optometrists	25459	38	0.1
Paralegal Personnel	25462	118	0.2
Personnel and Labor Relations Specialists	25465	139	0.2
Pharmacists	25466	20	*
Physical Therapists	25468	77	0.1
Physicians and/or Surgeons	25469	618	0.8
Podiatrists	25470	11	*
Public-Relations Practitioners	25472	112	0.2
Safety Inspectors	25478	20	*
Title Examiners and/or Abstractors	25485	14	*
Umpires	25486	30	*
Designers	25489	35	*
Community Organization Workers	25501	85	0.1
All Other Therapists	25522	15	*
Appraisers, Real Estate	25527	70	0.1
Special Agents, Insurance	25530	32	*
Claim Examiners, Property and/or Casualty Insurance	25533	85	0.1
Tax Preparers	25534	41	0.1
Group Recreation Workers	25535	351	0.5
Manual-Arts, Music and/or Recreational Therapists	25537	38	0.1
Speech Pathologists and/or Audiologists	25538	38	0.1
Underwriters	25548	308	0.4
All Other Professional Workers	29000	514	0.7
TECHNICAL OCCUPATIONS	30000	2,844	3.7
Computer Programmers	31000	167	0.2
Computer Programmers, Business	31001	71	0.1
Computer Programmers, Scientific and Technical	31002	76	0.1
Drafters	32003	369	0.5
Electrical and Electronic Technicians	32004	178	0.2
Surveyors	32008	161	0.2
Civil Engineering Technicians	32020	65	0.1
All Other Engineering Technicians	32900	65	0.1
Science Technicians	33000	51	0.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Physical Science Technicians	33001	33	*
All Other Science Technicians	33900	2	*
Dental Assistants	34003	326	0.4
Licensed Practical Nurses	34013	374	0.5
Physician's Assistants	34016	47	0.1
Radiologic Technicians	34036	48	0.1
Dental Hygienists	35001	253	0.4
Medical Laboratory Technologists	35002	75	0.1
Cytotechnologists	35005	10	*
Medical Laboratory Technicians	35010	89	0.1
Dietetic Technicians	35014	23	*
Physical Therapy Assistants	35016	17	*
All Other Medical and Dental Technologists and Technicians	35900	11	*
All Other Technicians	39000	333	0.4
SERVICE OCCUPATIONS	40000	12,633	16.6
Janitors, Porters and Cleaners	41000	420	0.6
Cleaners, Heavy	41001	309	0.4
Cleaners, Light	41002	313	0.4
Maids	41003	921	1.2
Window Washers	41004	35	*
House Cleaners	41005	269	0.3
All Other Janitors, Porters and Cleaners	41900	818	1.1
Guards and Doorkeepers	42000	958	1.3
Food Service Workers	43000	31	*
Bakers, Bread and/or Pastry	43001	43	0.1
Bartenders	43002	654	0.9
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	43003	312	0.4
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	43006	103	0.1
Kitchen Helpers	43007	743	1.0
Waiters/Waitresses	43009	1,409	1.9
Counter Attendants, Lunchroom, Coffee Shop or Cafeteria	43010	50	0.1
Cooks, Short Order and/or Specialty Fast Foods	43011	98	0.1
Cooks, Restaurant	43013	192	0.3
Food Preparation and Service Workers, Fast Food Restaurant	43014	43	0.1
Pantry, Sandwich and/or Coffee Makers	43015	68	0.1
Cooks, Institution	43016	286	0.4
All Other Food Service Workers	43900	62	0.1
Child Care Attendants	44001	89	0.1
Barbers	44002	64	0.1
Bellhops, Baggage Porters, Doorkeepers, and/or Room Service Attendants	44003	50	0.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Cosmetologists and/or Hairstylists	44006	691	0.9
Supervisors, Nonworking-Service	44014	147	0.2
Funeral Attendants	44015	17	*
Housekeepers	44019	91	0.1
Masseurs and Masseuses	44024	13	*
Nurse Aides and/or Orderlies	44025	1,884	2.5
Psychiatric Aides	44028	13	*
Recreation Facility Attendants	44029	63	0.1
Game Operators, Ride Operators and Concession Workers	44031	19	*
Scalp Treatment Operators	44032	33	*
Ushers, Lobby Attendants, Ticket Takers and/or Drive-In Theater Attendants	44034	108	0.1
Instructors, Reducing	44040	129	0.2
Elevator Operators	44076	12	*
Child-Care Workers	44077	324	0.4
Lifeguards	44078	58	0.1
Checkroom and Locker-room Attendants	44079	13	*
Social Service Aides	44080	133	0.2
Medical Assistants	44081	105	0.1
All Other Service Workers	49000	440	0.6
PRODUCTION OCCUPATIONS	50000	21,895	28.8
Mechanics, Automotive	51008	417	0.6
Body Repairers, Automotive	51012	213	0.3
Diesel Mechanics	51019	197	0.3
Electric Motor Repairers	51020	43	0.1
Engineering-Equipment Mechanics	51034	65	0.1
Laundry-Machine Mechanics	51039	18	*
Mechanics, Maintenance	51043	94	0.1
Pinsetter Mechanics, Automatic	51044	10	*
Refrigeration Mechanics and/or Air Conditioning Mechanics	51052	142	0.2
Television Servicers and Repairers, Radio Repairers and/or Tape Recorder Repairers	51055	26	*
All Other Mechanics and Repairers	51900	65	0.1
Developers and/or Projection Printers	52002	23	*
Multiple-Photographic-Printer Operators	52005	12	*
Photo Checkers and Assemblers	52007	24	*
All Other Darkroom Workers	52900	6	*
Markers, Classifiers, Wet Wash Assemblers, Detachers, and/or Checkers	53001	84	0.1
Spotters, Dry Cleaning	53002	14	*
Washers, Machine and/or Starchers	53004	112	0.2
Tumbler Operators	53005	17	*
Dry-Cleaning Machine Operators	53006	43	0.1
Laundry Operators, Small Establishment	53011	50	0.1
Pressers, Machine	53015	105	0.2
Laundry Pressers, Machine	53016	239	0.3

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Rug Cleaners, Hand	53021	10	0.2
Truck Drivers	54000	1,418	1.9
Air-Hammer Operators	55A04	79	0.1
Asbestos and Insulation Workers	55A08	137	0.2
Asphalt-Heater Tenders	55A09	12	*
Blasters, Construction	55A22	14	*
Boilmakers	55A24	81	0.1
Bricklayers	55A31	336	0.4
Bus Drivers	55A36	22	*
Cabinetmakers	55A38	32	*
Carpet Cutters and/or Carpet Layers	55A44	27	*
Carpenters	55A47	2,746	3.6
Cement Masons	55A51	370	0.5
Cleaners, Vehicle	55A61	109	0.2
Compositors and/or Typesetters	55A64	23	*
Concrete-Wall Grinder Operators	55A68	16	*
Crane, Derrick, and Hoist Operators	55A82	130	0.2
Delivery and/or Route Workers	55A87	203	0.3
Dredge Operators	55A98	11	*
Drillers, Machine	55B04	17	*
Dry-Wall Applicators	55B05	226	0.3
Electricians	55B12	768	1.0
Fence Erectors	55B18	166	0.2
Filers, Grinders, Buffers, Chippers, Cleaners, and/or Polishers	55B19	21	*
Fine-Grinders	55B22	37	*
Fitters, Pipelaying	55B26	11	*
Floor Sanding Machine Operators	55B28	12	*
Supervisors, Nonworking	55B29	517	0.7
Folders, Laundry	55B30	71	0.1
Form Setters, Metal Road-Form	55B31	14	*
Form Tamper Operators and/or Tamping-Machine Operators	55B32	19	*
Glaziers	55B48	57	0.1
Heavy Equipment Operators	55B52	1,412	1.9
Riggers	55B54	21	*
Industrial Truck Operators	55B57	58	0.1
Inspectors	55B58	65	0.1
Line Installer-Repairers	55B73	19	*
Machinists	55B84	29	*
Maintenance Repairers, General Utility	55B86	652	0.9
Helpers, Trades	55B87	139	0.2
Metal Fabricators	55B91	157	0.2
Millwrights	55B95	83	0.1
Menders	55B96	30	*
Oil-Burner-Installers-and-Servicers	55C04	64	0.1
Painters, Automotive	55C11	121	0.2
Painters, Maintenance	55C12	653	0.9
Paperhangers	55C16	46	0.1
Parking-Lot Attendants	55C17	44	0.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Pipelayers	55C23	212	0.3
Plumbers and/or Pipefitters	55C30	851	1.1
Press Operators and/or Plate Printers	55C36	22	*
Production Packagers, Hand or Machine	55C39	49	0.1
Motion Picture Projectionists	55C40	58	0.1
Reinforcing-Iron Workers	55C52	118	0.2
Roofers	55C58	210	0.3
Dental-Laboratory Technicians	55C62	110	0.2
Sewing-Machine Operators, Regular Equipment-Garment	55C76	22	*
Sheet Metal Workers	55C81	176	0.2
Stationary Boiler Firers	55C90	12	*
Layout Workers, Structural Steel	55C95	40	*
Structural Steel Workers	55C96	36	*
Alteration Tailors	55D05	18	*
Tapers	55D07	94	0.1
Animal Caretakers	55D14	45	0.1
Tile Setters	55D19	16	*
Tire Fabricators and/or Repairers	55D22	77	0.1
Trailer and/or Van Rental Attendants	55D28	26	*
Welders and/or Flamecutters	55D46	140	0.2
Pin Chasers	55D64	10	*
Service Station Attendants, Fuel Pump Attendants and/or Lubricators	55D67	57	0.1
Opticians, Dispensing and/or Optical Mechanics	55D69	56	0.1
Furniture Upholsterers	55D87	35	*
Surveyor Helpers	55D88	162	0.2
Asphalt-Plant Operators	55E20	32	*
Asphalt Rakers	55R67	17	*
Conveyor Operators or Tenders	55R90	13	*
Ceiling-Tile Installers and/or Floor Layers	55S06	76	0.1
Rental Car Deliverers	55S97	24	*
Mill and/or Grinder Operators, Minerals	55S98	29	*
Gardeners and Groundkeepers	55T47	374	0.5
Chauffeurs	55T48	29	*
Bus Drivers, School	55V05	25	*
Bricklayer Helpers	56002	215	0.3
Carpenter Helpers	56003	729	1.0
Cement Mason Helpers	56004	179	0.2
Electrician Helpers	56005	97	0.1
Painter helpers	56006	40	*
Plumber and/or Pipefitters Helpers	56010	115	0.2
Roofer Helpers	56011	122	0.2
Cabinetmaker Helpers	56015	11	*
All Other Helpers, Skilled Trades	56900	41	0.1
All Other Skilled Craft Workers	59001	206	0.3
All Other Operatives and Semiskilled Workers	59002	852	1.1

STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
All Other Laborers and Unskilled Workers	59003	2,486	3.3
CLERICAL OCCUPATIONS	60000	19,452	26.0
Bookkeeping and/or Billing Machine Operators	61103	169	0.2
Computer Operators	61105	199	0.3
Keypunch Operators	61107	694	0.9
Peripheral EDP Equipment Operators	61109	11	*
Proof Machine Operators	61112	141	0.2
Duplicating Machine Operators	61120	11	*
All Other Office Machine Operators	61199	107	0.1
Stenographers	61200	123	0.2
Accounting Clerks	61301	826	1.1
Bookkeepers, Hand	61307	1,079	1.4
Call-Out Operators	61309	11	*
Car Rental Clerks	61312	15	*
Adjustment Clerks	61313	12	*
Cashiers	61314	707	0.9
Checking Clerks, Bank Records	61315	43	0.1
Claim Adjusters	61316	149	0.2
Claims Clerks	61318	187	0.3
Collectors	61319	167	0.2
Counter Clerks	61324	187	0.3
Desk Clerks, Bowling Floor	61325	53	0.1
Credit Reporters	61327	53	0.1
File Clerks	61330	712	0.9
Insurance Clerks	61332	15	*
General Clerks, Office	61333	2,518	3.3
Desk Clerks	61335	212	0.3
In-File Operators	61336	33	*
Mail Clerks	61343	118	0.2
Messengers, Bank	61347	18	*
Insurance Clerks, Medical	61348	55	0.1
New - Accounts Tellers	61349	255	0.3
Payroll and/or Timekeeping Clerks	61351	208	0.3
Personnel Clerks	61352	59	0.1
Policy-Change Clerks	61353	90	0.1
Procurement Clerks	61355	11	*
Raters	61358	398	0.5
Real Estate Clerks	61360	35	*
Receptionists	61361	639	0.8
Safe-Deposit Clerks	61365	31	*
Secretaries	61368	2,759	3.6
Statement Clerks	61372	124	0.2
Statistical Clerks	61374	47	0.1
Survey Workers	61375	96	0.1
Switchboard Operators	61376	212	0.3
Switchboard Operator - Receptionists	61377	288	0.4

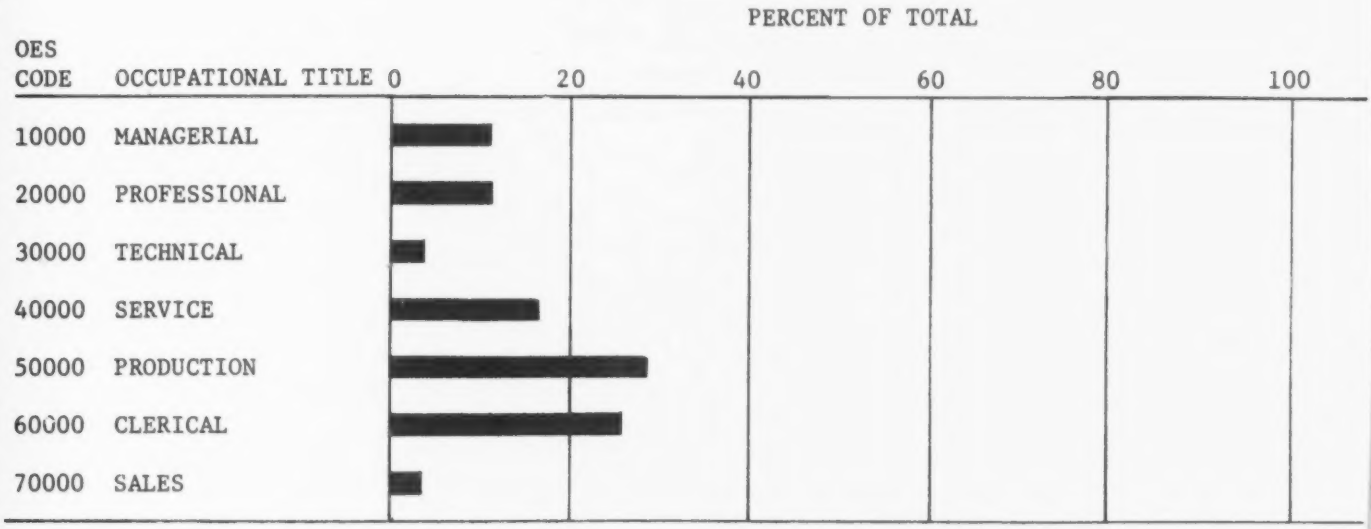
STAFFING PATTERNS

SELECTED NONMANUFACTURING INDUSTRIES

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Messengers	61380	44	0.1
Tellers	61382	1,644	2.2
Transit Clerks	61389	11	*
Travel Counselors, Auto Club	61390	13	*
Typists	61392	900	1.2
Worksheet Clerks	61395	468	0.6
Clerical Supervisors, Office or Plant	61396	807	1.1
Teacher Aides and/or Educational Assistants	61410	114	0.1
Insurance Checkers	61420	40	0.1
Credit Clerks	61421	145	0.2
Mortgage Closing Clerks	61422	105	0.1
Claim Examiners, Life, Accident and Health Insurance	61423	89	0.1
Sorting Clerks, Bank	61424	38	0.1
Loan Closers	61434	76	0.1
All Other Office Clerical Workers	61900	731	1.0
Production Clerks and/or Coordinators	62003	44	0.1
Shipping Packers	62004	19	*
Shipping and/or Receiving Clerks	62005	65	0.1
Weighers, Recordkeeping	62007	18	*
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	155	0.2
Dispatchers, Vehicle, Service or Work	62018	13	*
All Other Plant Clerical Workers	62900	36	*
SALES OCCUPATIONS	70000	2,438	3.2
Sales Representatives	71000	737	1.0
Placers	71005	14	*
Real Estate Brokers	71006	73	0.1
Sales Agents, Sales Associates, and/or Sales Representatives, Real Estate	71008	272	0.3
Sales Agents, Securities	71009	49	0.1
Sales Agents, Sales Associates, and/or Sales Representatives, Insurance	71012	785	1.0
All Other Sales Agents, Sales Associates, and/or Sales Representatives	71900	125	0.2
Sales Clerks	72002	373	0.5
Vendors	72006	10	*

*Less than 0.05 percent.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
SELECTED NONMANUFACTURING INDUSTRIES



SELECTED NONMANUFACTURING INDUSTRIES

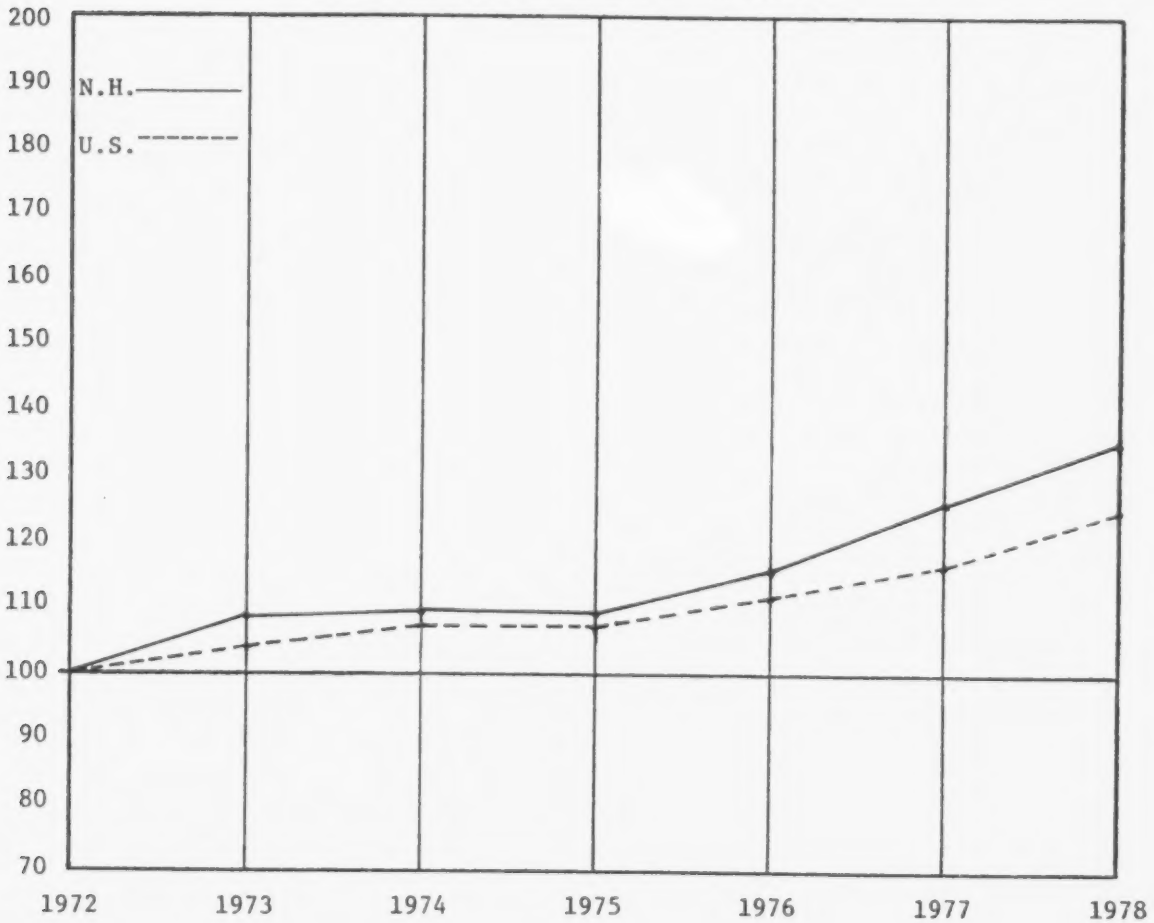
ANNUAL AVERAGE EMPLOYMENT (IN THOUSANDS)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	68.5	-	19,521.8	-
1973	74.7	9.1	20,430.6	4.7
1974	75.4	0.9	21,063.0	3.1
1975	75.0	-0.5	21,041.8	-0.1
1976	79.8	6.4	21,835.1	3.8
1977	86.6	8.5	22,976.6	5.2
1978*	92.9	7.3	24,304.1	5.8

* 1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
SELECTED NONMANUFACTURING INDUSTRIES



STAFFING PATTERNS - SELECTED NONMANUFACTURING INDUSTRIES

BY MAJOR OCCUPATION GROUP

SIC CODE	INDUSTRY TITLE	2ND. QTR. 1978 EMPL.	PERCENT MANAGERIAL 10000	PROFESSIONAL 20000	TECHNICAL 30000	SERVICE 40000	PRODUCTION 50000	CLERICAL 60000	SALES 70000
15	Building Construction - General Contractors and Operative Builders	7,101	10.9	3.5	0.8	1.6	75.0	7.1	1.1
152	General Building Contractors - Residential Buildings	5,291	11.1	3.2	0.5	0.9	75.8	7.4	1.1
154	General Building Contractors - Nonresidential Buildings	1,713	10.1	4.8	1.6	3.3	73.9	5.8	0.5
16	Construction Other Than Building Construction-General Contractors	4,423	6.6	5.7	2.4	0.5	75.7	8.6	0.5
161	Highway and Street Construction, Except Elevated Highways	1,828	8.6	2.5	1.6	0.3	78.6	7.3	1.1
162	Heavy Construction, Except Highway and Street Construction	2,595	5.3	7.9	3.0	0.6	73.6	9.5	0.1
17	Construction - Special Trade Contractors	9,151	10.4	2.9	0.3	0.4	77.4	6.8	1.8
171	Plumbing, Heating (Except Electric), and Air Conditioning	1,638	8.9	3.3	0.6	0.6	73.1	11.0	2.5
173	Electrical Work	1,090	11.7	3.7	1.2	1.1	75.4	6.6	0.3
174	Masonry, Stonework, Tile Setting, and Plastering	1,126	8.0	2.1	-	0.1	82.8	5.8	1.1
179	Miscellaneous Special Trade Contractors	3,015	12.7	3.3	0.2	0.4	74.4	6.5	2.5
60	Banking	5,143	18.3	3.0	0.3	3.3	0.2	74.8	0.1
602	Commercial and Stock Savings Banks	3,774	18.9	2.4	0.2	3.4	0.1	74.9	0.1
603	Mutual Savings Banks	1,369	16.6	5.0	0.3	2.9	0.3	74.6	0.3
61	Credit Agencies Other Than Banks	1,130	24.9	5.4	0.5	2.6	0.8	64.9	0.9
63	Insurance	5,925	9.0	9.9	6.0	1.3	1.0	62.5	10.3
632	Accident and Health Insurance and Medical Service Plans	1,142	11.8	10.1	22.3	3.2	0.8	50.4	1.4
64	Insurance Agents, Brokers, and Service	1,834	18.5	11.6	-	1.9	-	56.8	11.2
65	Real Estate	2,171	17.1	3.7	0.2	14.1	27.1	19.6	18.2
653	Real Estate Agents and Managers	1,224	18.2	4.5	0.2	15.4	16.3	20.5	24.9
70	Hotels, Rooming Houses, Camps, and Other Lodging Places	5,272	7.0	3.3	0.1	65.9	8.4	13.3	2.0
701	Hotels, Motels, and Tourist Courts	4,977	6.6	3.0	0.1	67.8	7.1	13.4	2.0
72	Personal Services	3,080	11.6	2.9	-	33.7	32.7	17.5	1.6
721	Laundry, Cleaning, and Garment Services	1,460	9.7	0.8	-	2.1	63.0	23.2	1.2
73	Business Services	6,000	9.8	9.9	5.4	27.1	10.6	30.8	6.4
734	Services to Dwellings and Other Buildings	1,035	5.8	0.2	-	86.1	4.4	3.5	-
739	Miscellaneous Business Services	2,789	11.4	9.5	8.1	24.9	12.5	22.4	11.2
75	Automotive Repair, Services, and Garages	1,993	13.9	0.7	-	1.1	68.6	10.9	4.8
753	Automotive Repair Shops	1,592	13.7	0.6	-	1.2	68.2	10.9	5.4
79	Amusement and Recreation Services, Except Motion Pictures	1,521	6.5	16.4	-	22.5	16.9	37.0	0.7
794	Commercial Sports	1,038	4.5	9.8	-	20.1	20.8	43.8	1.0
80	Health Services	9,506	5.9	29.0	13.0	29.9	4.2	17.9	0.1
801	Offices of Physicians	2,522	5.3	40.4	10.0	6.0	2.3	36.0	-
802	Offices of Dentists	1,125	1.8	21.7	50.0	1.9	2.9	21.7	-
805	Nursing and Personal Care Facilities	3,653	5.0	19.0	6.9	61.8	4.1	3.2	-
808	Outpatient Care Facilities	918	11.9	46.1	2.6	16.3	1.9	20.8	0.4
81	Legal Services	1,668	9.4	32.2	-	3.1	0.2	55.1	-
83	Social Services	3,236	10.6	23.4	1.8	40.7	10.8	11.8	0.9
836	Residential Care	896	6.4	19.4	5.0	58.3	6.8	4.1	-
86	Membership Organizations	2,340	18.7	21.6	0.9	37.5	2.2	17.5	1.6
864	Civic, Social, and Fraternal Associations	1,585	10.9	23.9	-	52.9	2.0	10.2	0.1
89	Miscellaneous Services	2,647	12.0	35.3	21.8	2.2	9.3	18.7	0.7
891	Engineering, Architectural, and Surveying Services	1,766	13.2	27.2	30.6	0.7	13.5	13.8	1.0

CONTRACT CONSTRUCTION

(SIC 15-17)

This division includes establishments primarily engaged in construction. The term "construction" includes new work, additions, alterations, and repairs. The three broad types of construction activity are building construction by general contractors or by operative builders, construction other than building construction by general contractors and construction by special trade contractors. General building contractors are primarily engaged in the construction of dwellings, office buildings, stores, farm buildings and other projects of a similar character. General contractors in fields other than buildings, often referred to as heavy construction contractors, are primarily engaged in the construction of highways, streets, bridges and tunnels, docks and piers, dams and water projects; sewage collection, treatment, and disposal facilities; and storm sewer systems, air fields, heavy industry facilities and other heavy construction which involves either earth moving or the erection of structures and appurtenances, other than buildings. Special trade contractors are primarily engaged in specialized construction activities such as plumbing, painting, electrical work and carpentry.

Unlike the other two major industry divisions (finance, insurance and real estate and the service industries) covered in the 1978 occupational employment survey, the construction division reflected an annual average employment drop during the general recession of the mid seventies but showed a significant and steady recovery from 1975 to 1978 (45.7 percent). The Nation experienced a (19.5 percent) recovery rate in construction during that period. The type of construction activity showing the greatest recovery rate was general contractors in construction other than building construction (81.8 percent) followed by special trade contractors (43.1 percent) and general contractors and operative builders in building construction (32.7 percent) respectively. Each of these construction groups recovered more rapidly in New Hampshire from 1975 to 1978 than in the Nation as a whole.

A significant boost to the construction industry was the "Seabrook Nuclear Project" which was started in 1976 and by 1978 over 2,000 construction workers were employed on the site. Work is expected to continue into the 1980's with some additional workers needed to complete the project.

The major occupational group employing the greatest number of workers in contract construction during the second quarter of 1978 was the production (construction, maintenance, repair, material handling and operating) occupations with 15,754 employees. This represented 76.2 percent of all contract construction workers and 72.0 percent of all production occupations included in the entire survey. More than one out of five workers in all of the selected nonmanufacturing industries were reported in this group.

During the second quarter of 1978 there were approximately 3,574 establishments classified in the contract construction division with an estimated 20,675 workers employed. Only four different occupations accounted for over one third of the employment in this division. Carpenters dominated the group with 2,622 (79.7 percent of which were in building construction) followed by managers and officers with 2,016 (47.2 percent of which were in special trade construction), heavy equipment operators with 1,357 (almost 40 percent each in heavy construction and special trade construction) and truck drivers with 1,163 workers of which more than 40 percent were reported each in heavy construction and special trade construction. The contract construction division reported more than one out of ten workers to be unspecified laborers and unskilled workers as compared to less than one out of 100 in each of the other two divisions in the survey.

THE FIFTEEN OCCUPATIONS EMPLOYING

THE LARGEST NUMBER OF WORKERS

(SIC 15 - 17)

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	55A47	Carpenters	2,622	12.7
2	10000	Managers and Officers	2,016	9.8
3	55B52	Heavy Equipment Operators	1,357	6.6
4	54000	Truck Drivers	1,163	5.6
5	55C30	Plumbers and/or Pipefitters	784	3.8
6	55B12	Electricians	749	3.6
7	56003	Carpenter Helpers	729	3.5
8	55C12	Painters, Maintenance	546	2.6
9	61333	General Clerks, Office	468	2.2
10	55B29	Supervisors, Nonworking	385	1.9
11	55A51	Cement Masons	370	1.8
12	61368	Secretaries	362	1.7
13	25427	Cost Estimators, Engineering	344	1.7
14	55A31	Bricklayers	336	1.6
15	61307	Bookkeepers, Hand	259	1.2

STAFFING PATTERNS

CONTRACT CONSTRUCTION

(SIC 15 - 17)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
TOTAL ALL OCCUPATIONS		20,675	100.0
MANAGERS AND OFFICERS	10000	2,016	9.8
PROFESSIONAL OCCUPATIONS	20000	760	3.7
Civil Engineers	21004	108	0.5
Electrical and Electronic Engineers	21005	11	0.1
Mechanical Engineers	21008	23	0.1
All Other Engineers	21900	58	0.3
All Other Mathematical Scientists	22199	2	*
Purchasing Agents and/or Buyers	25300	51	0.3
Accountants and Auditors	25401	134	0.6
Cost Estimators, Engineering	25427	344	1.7
All Other Professional Workers	29000	29	0.1
TECHNICAL OCCUPATIONS	30000	192	0.9
Drafters	32003	91	0.4
Electrical and Electronic Technicians	32004	15	0.1
Surveyors	32008	41	0.2
All Other Engineering Technicians	32900	15	0.1
All Other Technicians	39000	30	0.1
SERVICE OCCUPATIONS	40000	177	0.8
Janitors, Porters and Cleaners	41000	106	0.5
Supervisors, Nonworking-Service	44014	46	0.2
All Other Service Workers	49000	25	0.1
PRODUCTION OCCUPATIONS	50000	15,754	76.2
Mechanics, Automotive	51008	73	0.3
Diesel Mechanics	51019	117	0.5
Engineering - Equipment Mechanics	51034	64	0.3
Mechanics, Maintenance	51043	57	0.3
Refrigeration Mechanics and/or Air Conditioning Mechanics	51052	123	0.6
All Other Mechanics and Repairers	51900	25	0.1
Truck Drivers	54000	1,163	5.6
Air Hammer Operators	55A04	79	0.4

STAFFING PATTERNS

CONTRACT CONSTRUCTION

(SIC 15 - 17)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Asbestos and Insulation Workers	55A08	137	0.7
Asphalt Heater Tenders	55A09	12	0.1
Blasters, Construction	55A22	14	0.1
Boilermakers	55A24	70	0.3
Bricklayers	55A31	336	1.6
Cabinetmakers	55A38	32	0.1
Carpet Cutters and/or Carpet Layers	55A44	27	0.1
Carpenters	55A47	2,622	12.7
Cement Masons	55A51	370	1.8
Concrete-Wall Grinder Operators	55A68	16	0.1
Crane, Derrick, and Hoist Operators	55A82	130	0.6
Dredge Operators	55A98	11	0.1
Drillers, Machine	55B04	10	*
Dry-Wall Applicators	55B05	226	1.1
Electricians	55B12	749	3.6
Fence Erectors	55B18	166	0.8
Fine Graders	55B22	37	0.2
Fitters, Pipelaying	55B26	11	0.1
Floor Sanding Machine Operators	55B28	12	0.1
Supervisors, Nonworking	55B29	385	1.9
Form Setters, Metal Road-Form	55B31	14	0.1
Form Tamper Operators and/or Tamping-Machine Operators	55B32	19	0.1
Glaziers	55B48	57	0.3
Heavy Equipment Operators	55B52	1,357	6.4
Riggers	55B54	21	0.1
Industrial Truck Operators	55B57	57	0.3
Inspectors	55B58	27	0.1
Line Installer - Repairers	55B73	19	0.1
Maintenance Repairers, General Utility	55B86	26	0.1
Metal Fabricators	55B91	157	0.7
Millwrights	55B95	83	0.4
Oil - Burner - Installers - and - Servicers	55C04	64	0.3
Painters, Maintenance	55C12	546	2.6
Paperhangers	55C16	46	0.2
Pipelayers	55C23	212	1.0
Plumbers and/or Pipefitters	55C30	784	3.8
Reinforcing - Iron Workers	55C52	118	0.6
Roofers	55C58	210	1.0
Sheet Metal Workers	55C81	176	0.9

STAFFING PATTERNS

CONTRACT CONSTRUCTION

(SIC 15 - 17)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Layout Workers, Structural Steel	55C95	40	0.2
Structural Steel Workers	55C96	36	0.2
Tapers	55D07	94	0.4
Tile Setters	55D19	16	0.1
Welders and/or Flamecutters	55D46	82	0.4
Surveyor Helpers	55D88	21	0.1
Asphalt - Plant Operators	55E20	32	0.1
Asphalt Rakers	55R67	17	0.1
Ceiling - Tile Installers and/or Floor Layers	55S06	76	0.4
Bricklayer Helpers	56002	215	1.0
Carpenter Helpers	56003	729	3.5
Cement Mason Helpers	56004	179	0.9
Electrician Helpers	56005	97	0.4
Painter Helpers	56006	40	0.2
Plumber and/or Pipefitter Helpers	56010	115	0.6
Roofer Helpers	56011	122	0.6
Cabinetmaker Helpers	56015	11	0.1
All Other Helpers, Skilled Trades	56900	41	0.2
All Other Skilled Craft Workers	59001	116	0.6
All Other Operatives and Semiskilled Workers	59002	368	1.8
All Other Laborers and Unskilled Workers	59003	2,240	10.8
CLERICAL OCCUPATIONS	60000	1,505	7.3
Bookkeeping and/or Billing Machine Operators	61103	19	0.1
Computer Operators	61105	16	0.1
All Other Office Machine Operators	61199	32	0.1
Accounting Clerks	61301	40	0.2
Bookkeepers, Hand	61307	259	1.2
File Clerks	61330	20	0.1
General Clerks, Office	61333	468	2.2
Payroll and/or Timekeeping Clerks	61351	107	0.5
Secretaries	61368	362	1.7
Switchboard Operator - Receptionists	61377	11	0.1
Typists	61392	39	0.2
Clerical Supervisors, Office or Plant	61396	11	0.1
All Other Office Clerical Workers	61900	19	0.1

STAFFING PATTERNS

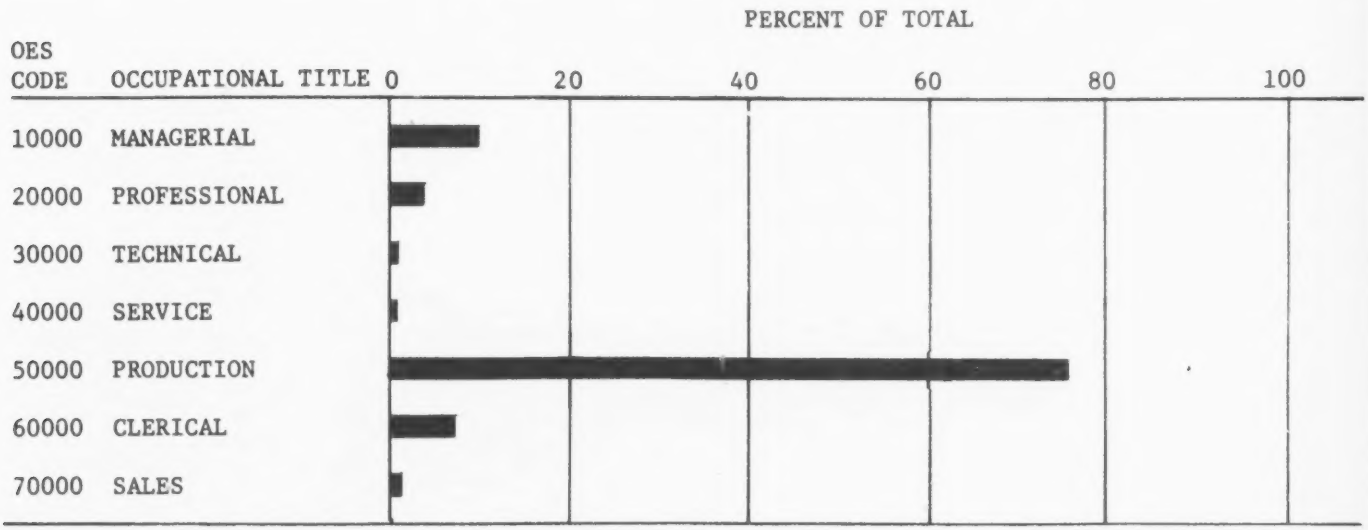
CONTRACT CONSTRUCTION

(SIC 15 - 17)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Shipping and/or Receiving Clerks	62005	16	0.1
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	52	0.3
All Other Plant Clerical Workers	62900	34	0.2
SALES OCCUPATIONS	70000	271	1.3
Sales Representatives	71000	254	1.2
Sales Clerks	72002	17	0.1

* Less than 0.05 Percent

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 15-17)



CONTRACT CONSTRUCTION

(SIC 15-17)

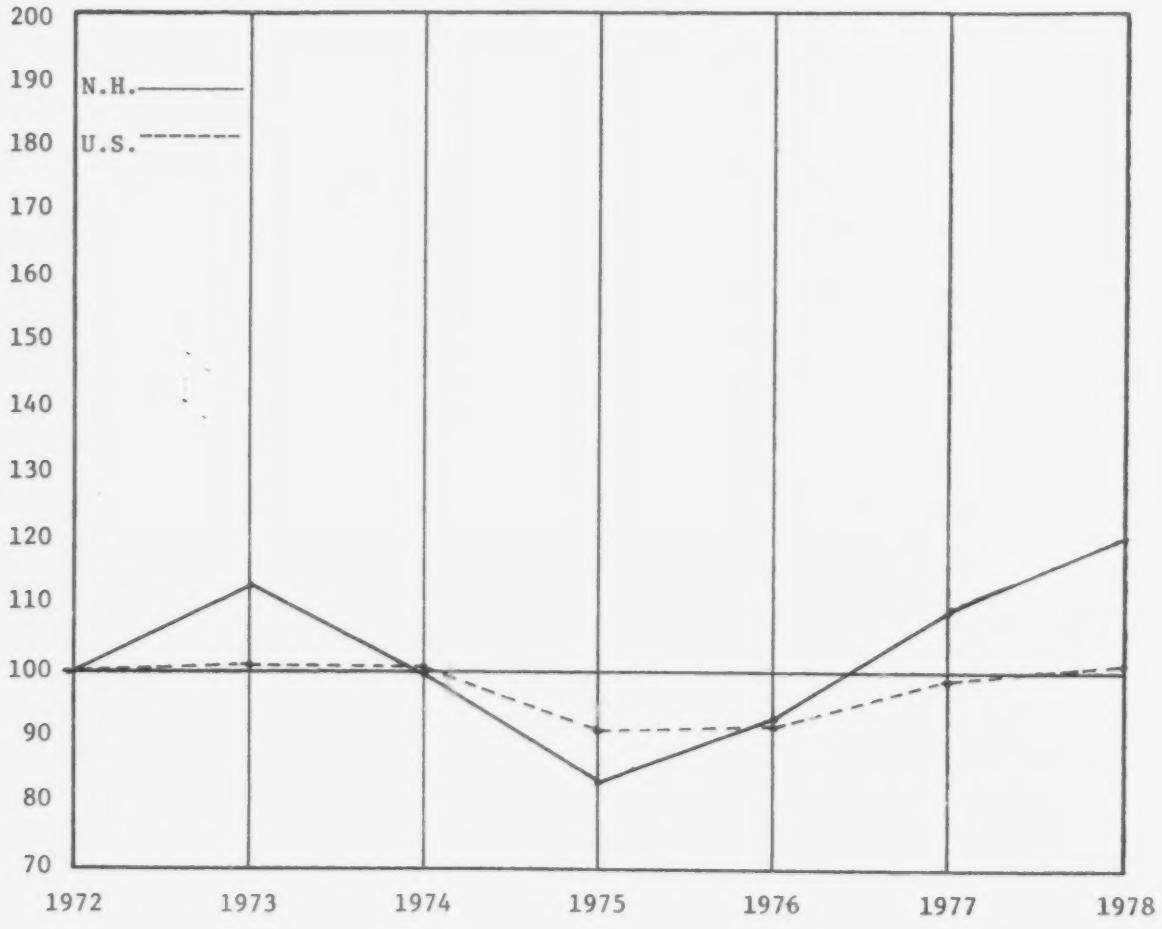
ANNUAL AVERAGE EMPLOYMENT (IN THOUSANDS)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	15.6	-	3,888.9	-
1973	17.6	12.8	4,097.4	5.4
1974	15.5	-11.9	4,019.7	- 1.9
1975	12.9	-16.8	3,524.8	-12.3
1976	14.4	11.6	3,575.6	1.4
1977	17.0	18.1	3,832.8	7.2
1978*	18.8	10.6	4,211.9	9.9

* Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 15-17)



OCCUPATIONAL EMPLOYMENT
BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS
(SIC 15)

This major group includes general contractors and operative builders primarily engaged in the construction of residential, farm, industrial, commercial, or other buildings. General building contractors who combine a special trade with the contracting are included in this major group.

Production occupations is the largest category within this group and 39.2 percent of the estimated production workers are carpenters. Another 10.7 percent are carpenter helpers. Heavy equipment operators, truck drivers, painters and supervisors combined account for an additional 13.1 percent.

Most of the remainder of the jobs fall within the manager and officer, professional occupation and clerical occupation categories. Within the professional occupations cost estimators and engineers are the predominant occupations (64.1 percent) and for clerical occupations, bookkeepers, general clerks and secretaries account for nearly 80 percent of the jobs in that category.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	55A47	Carpenters	2,091
2	10000	Managers and Officers	770
3	56003	Carpenter Helpers	570
4	55B52	Heavy Equipment Operators	286
5	61333	General Clerks, Office	165
6	54000	Truck Drivers	162
7	25427	Cost Estimators, Engineering	161
8	55C12	Painters, Maintenance	139
9	61307	Bookkeepers, Hand	127
10	55B29	Supervisors, Nonworking	112

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	55A47	Carpenters	57.9
2	10000	Managers and Officers	49.2
3	56003	Carpenter Helpers	33.3
4	61307	Bookkeepers, Hand	21.9
5	61333	General Clerks, Office	21.3

STAFFING PATTERNS

BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS

(SIC 15)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		7,101				100.0	
MANAGERS AND OFFICERS	10000	770	6	816	724	10.9	49.2
PROFESSIONAL OCCUPATIONS	20000	251				3.5	
All Other Engineers	21900	35	N.A.	-	-	0.5	N.A.
Purchasing Agents/Buyers	25300	16	29	21	11	0.2	3.3
Accountants/Auditors	25401	36	24	45	27	0.5	6.6
Cost Estimators, Engineering	25427	161	12	180	142	2.3	18.6
All Other Professional Workers	29000	3	N.A.	-	-	-	N.A.
TECHNICAL OCCUPATIONS	30000	55				0.8	
Drafters	32003	50	30	65	35	0.7	4.4
All Other Engineering Technicians	32900	4	N.A.	-	-	0.1	N.A.
All Other Technicians	39000	1	N.A.	-	-	-	N.A.
SERVICE OCCUPATIONS	40000	116				1.6	
Janitors, Porters and Cleaners	41000	49	29	63	35	0.7	5.5
All Other Guards, Watchmen and Doorkeepers	42900	3	N.A.	-	-	0.1	N.A.
All Other Food Service Workers	43900	1	N.A.	-	-	-	N.A.
Supervisors, Nonworking	44014	46	41	65	27	0.6	1.1
All Other Service Workers	49000	17	N.A.	-	-	0.2	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS

(SIC 15)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
PRODUCTION OCCUPATIONS	50000	5,328				75.0	
Mechanics, Automotive	51008	15	29	19	11	0.2	2.2
All Other Mechanics and Repairers	51900	14	N.A.	-	-	0.2	N.A.
Truck Drivers	54000	162	18	191	133	2.3	13.7
Bricklayers	55A31	107	19	127	87	1.5	7.1
Cabinetmakers	55A38	32	44	46	18	0.5	2.2
Carpenters	55A47	2,091	5	2,196	1,986	29.4	57.9
Cement Masons	55A51	65	30	85	45	0.9	5.5
Crane, Derrick and Hoist Operators	55A82	27	26	34	20	0.4	3.8
Electricians	55B12	50	24	62	38	0.7	7.1
Supervisors, Nonworking	55B29	112	22	137	87	1.6	8.7
Heavy Equipment Operators	55B52	286	18	337	235	4.0	16.9
Maintenance Repairers	55B86	16	44	23	9	0.2	1.6
Metal Fabricators	55B91	94	26	118	70	1.3	3.8
Millwrights	55B95	54	38	75	33	0.8	1.1
Painters, Maintenance	55C12	139	24	172	106	2.0	8.2
Plumbers/Pipefitters	55C30	68	25	85	51	1.0	7.1
Reinforcing-Iron Workers	55C52	35	44	50	20	0.5	2.2
Roofers	55C58	28	50	42	14	0.4	1.1
Sheet Metal Workers	55C81	24	41	34	14	0.3	2.2
Tapers	55D07	71	39	99	43	1.0	4.4
Welders/Flamecutters	55D46	10	39	14	6	0.1	1.6
Bricklayer Helpers	56002	67	20	80	54	0.9	6.0
Carpenters Helpers	56003	570	13	644	496	8.0	33.3
Cement Mason Helpers	56004	57	37	78	36	0.8	3.3
Cabinetmaker Helpers	56015	11	44	16	6	0.2	0.5
All Other Skilled Craft Workers	59001	90	N.A.	-	-	1.3	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS

(SIC 15)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
All Other Operatives and Semiskilled Workers	59002	195	N.A.	-	-	2.7	N.A.
All Other Laborers and Unskilled Workers	59003	838	N.A.	-	-	11.8	N.A.
CLERICAL OCCUPATIONS	60000	501				7.1	
All Other Office Machine Operators	61199	14	N.A.	-	-	0.2	N.A.
Accounting Clerks	61301	22	35	30	14	0.3	2.7
Bookkeepers, Hand	61307	127	12	142	112	1.8	21.9
General Clerks, Office	61333	165	17	193	137	2.3	21.3
Payroll/Timekeeping Clerks	61351	18	25	23	13	0.3	4.9
Secretaries	61368	106	12	119	93	1.5	18.0
All Other Office Clerical	61900	35	N.A.	-	-	0.5	N.A.
Stock Clerks, Stockroom	62008	12	27	15	9	0.2	2.7
All Other Plant Clerical Workers	62900	2	N.A.	-	-	-	N.A.
SALES OCCUPATIONS	70000	80				1.1	
Sales Representatives/Sales Agents	71000	80	31	105	55	1.1	6.6

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUILDING CONSTRUCTION - GENERAL CONTRACTORS AND OPERATIVE BUILDERS

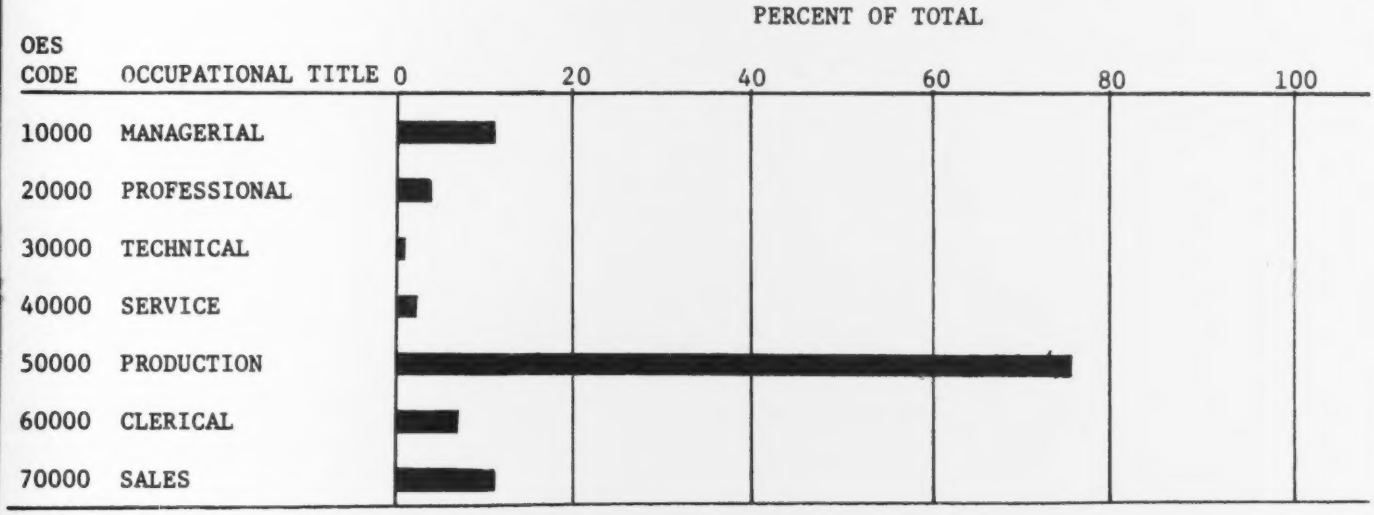
(SIC 15)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Systems Analyst, EDP
Personnel and Labor Relations Specialists
Computer Programmers
Surveyors
Guards and Doorkeepers
Food Service Workers
Diesel Mechanics
Engineering - Equipment Mechanics
Mechanics, Maintenance
Refrigeration and/or Air Conditioning Mechanics
Air Hammer Operators
Asbestos and/or Insulation Workers
Delivery and/or Route Workers
Dry-Wall Applicators
Riggers
Industrial Truck Operators
Paperhangers
Stone Masons
Shipping and/or Receiving Clerks
Civil Engineers
Structural - Steel Workers
Surveyor Helpers
Ceiling-Tile Installers and/or Floor Layers
Asbestos and/or Insulation Helpers
Painter Helpers
Plumber and/or Pipefitter Helpers
Stone Mason Helpers
Bookkeeping and/or Billing Machine Operators
Computer Operators
Keypunch Operators
File Clerks
Procurement Clerks
Receptionists
Switchboard Operators
Switchboard Operator - Receptionists
Typists
Clerical Supervisors, Office or Plant

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 15)



CONTRACT CONSTRUCTION

BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 15)

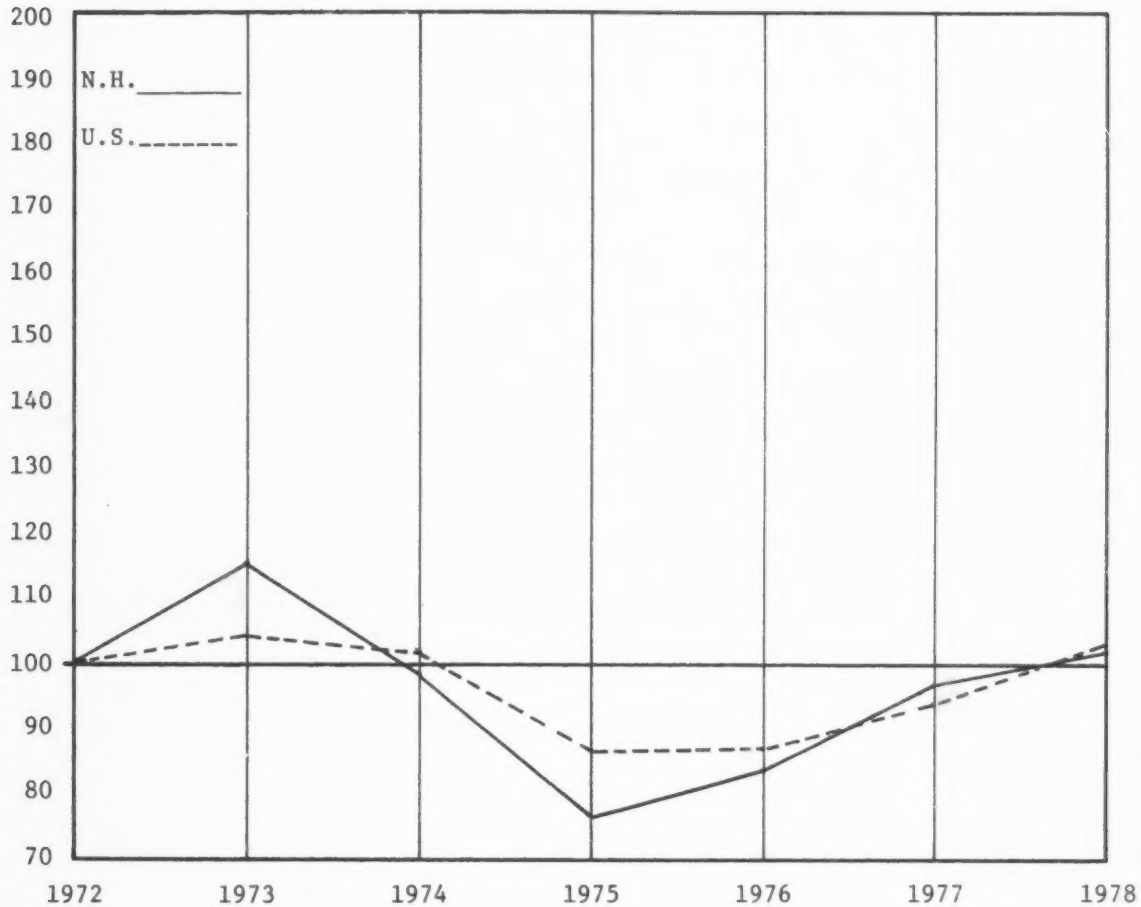
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	6.4	-	1164.6	-
1973	7.4	15.6	1221.1	4.9
1974	6.3	- 14.9	1191.7	- 2.4
1975	4.9	- 22.2	1011.9	-15.1
1976	5.4	10.2	1022.4	1.0
1977	6.2	14.8	1096.6	7.3
1978*	6.5	4.8	1198.0	9.2

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 15)



OCCUPATIONAL EMPLOYMENT

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 16)

This major group includes general contractors engaged in heavy construction(including new work, additions, improvements, maintenance, and repair) such as highways and streets, bridges, sewers, railroads, irrigation projects, flood control projects and marine construction, and miscellaneous types of construction work other than buildings. General heavy construction contractors who combine a special trade with the contracting are included in this major group.

Production workers comprise 75.7 percent of the estimated total employment in this group. Truck drivers and heavy equipment operators make up 30.9 percent of the production workers and carpenters, pipelayers and nonworking supervisors account for another 18.0 percent.

Most of the balance of the estimated employment (20.9 percent) is concentrated in manager and officer, professional and clerical occupations. There is one engineer or cost estimator out of every two professional workers.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	55B52	Heavy Equipment Operators	530
2	54000	Truck Drivers	503
3	10000	Managers and Officers	294
4	55A47	Pipelayers	212
5	55C23	Carpenters	202
6	55B29	Supervisors, Nonworking	187
7	55A04	Air-Hammer Operators	77
8	55C52	Civil Engineers	74
9	21004	Reinforcing-Iron Workers	70
10	61333	General Clerks, Office	63

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	59.4
2	55B32	Form Tamper Operators	49.3
3	54000	Truck Drivers	46.4
4	61368	Secretaries	26.1
5	61351	Payroll and/or Timekeeping Clerks	24.6

STAFFING PATTERNS

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 16)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		4,423				100.0	
MANAGERS AND OFFICERS	10000	294	7	315	273	6.6	59.4
PROFESSIONAL OCCUPATIONS	20000	250				5.7	
Civil Engineers	21004	74	17	87	61	1.7	18.8
All Other Engineers	21900	53	N.A.	-	-	1.2	N.A.
All Other Mathematical Scientists	22199	2	N.A.	-	-	-	N.A.
Purchasing Agents and/or Buyers	25300	19	40	27	11	0.4	5.8
Accountants and/or Auditors	25401	27	18	32	22	0.6	13.0
Cost Estimators, Engineering	25427	49	20	59	39	1.1	20.3
Personnel and Labor Relations Specialists	25465	10	31	13	7	0.3	0.4
All Other Professional Workers	29000	16	N.A.	-	-	0.4	N.A.
TECHNICAL OCCUPATIONS	30000	107				2.4	
Drafters	32003	18	15	21	15	0.4	5.8
Surveyors	32008	37	27	47	27	0.8	4.3
All Other Engineering Technicians	32900	23	N.A.	-	-	0.5	N.A.
All Other Technicians	39000	29	N.A.	-	-	0.7	N.A.
SERVICE OCCUPATIONS	40000	23				0.5	
Janitors, Porters and Cleaners	41000	19	11	21	17	0.4	7.2
All Other Guards, Watchmen and Doorkeepers	42900	4	N.A.	-	-	0.1	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 16)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
PRODUCTION OCCUPATIONS	50000	3,346				75.7	
Mechanics, Automotive	51008	38	14	43	33	0.9	20.3
Diesel Mechanics	51019	42	17	49	35	0.9	15.9
Engineering-Equipment Mechanics	51034	46	20	55	37	1.0	13.0
All Other Mechanics and/or Repairers	51900	7	N.A.	538	468	0.2	N.A.
Truck Drivers	54000	503	7	538	468	11.4	46.4
Air-Hammer Operators	55A04	77	26	97	57	1.7	17.4
Carpenters	55A47	202	15	232	172	4.6	15.9
Cement Masons	55A51	22	31	29	15	0.5	8.7
Crane, Derrick and Hoist Operators	55A82	61	16	71	51	1.4	15.9
Fine Graders	55B22	37	0	37	37	0.8	1.4
Fitters, Pipelaying	55B26	11	0	11	11	0.3	1.4
Supervisors, Nonworking	55B29	187	16	217	157	4.2	24.6
Form Tamper Operators and/or Tamping-Machine Operators	55B32	19	22	23	15	0.4	2.9
Heavy Equipment Operators	55B52	530	9	578	482	12.0	49.3
Riggers	55B54	12	30	16	8	0.3	2.9
Inspectors	55B58	27	11	30	24	0.6	2.9
Maintenance Repairer	55B86	10	44	14	6	0.2	0.3
Metal Fabricators	55B91	20	16	23	17	0.5	2.9
Pipelayers	55C23	212	28	271	153	4.8	18.8
Reinforcing-Iron Workers	55C52	70	0	70	70	1.6	1.4
Welders and/or Flamecutters	55D46	30	12	34	26	0.7	11.6
Surveyor Helpers	55D88	15	16	17	13	0.3	2.9
Asphalt-Plant Operators	55E20	32	27	41	23	0.7	4.3
Asphalt Rakers	55R67	17	44	24	10	0.4	2.9
Carpenter Helpers	56003	41	10	45	37	0.9	7.2

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 16)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Cement Mason Helpers	56004	12	29	15	9	0.3	4.3
All Other Helpers, Skilled Trades	56900	18	N.A.	-	-	0.4	N.A.
All Other Skilled Craft Workers	59001	96	N.A.	-	-	2.2	N.A.
All Other Operatives and Semiskilled Workers	59002	174	N.A.	-	-	3.9	N.A.
All Other Laborers and Unskilled Workers	59003	778	N.A.	-	-	17.6	N.A.
CLERICAL OCCUPATIONS	60000	381				8.6	
All Other Office Machine Operators	61199	36	N.A.	-	-	0.8	N.A.
Accounting Clerks	61301	18	35	24	12	0.4	4.3
Bookkeepers, Hand	61307	28	20	34	22	0.6	20.3
File Clerks	61330	12	49	18	6	0.3	2.9
General Clerks, Office	61333	63	18	74	52	1.4	23.2
Payroll and/or Timekeeping Clerks	61351	51	16	59	43	1.2	24.6
Secretaries	61368	61	16	71	51	1.4	26.1
All Other Office Clerical	61900	41	N.A.	-	-	0.9	N.A.
Stock Clerk, Stockroom, Warehouse or Storage Yard	62008	40	35	54	26	0.9	4.3
All Other Plant Clerical Workers	62900	31	N.A.	-	-	0.7	N.A.
SALES OCCUPATIONS	70000	22				0.5	
Sales Representatives	71000	22	39	31	13	0.5	4.3

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

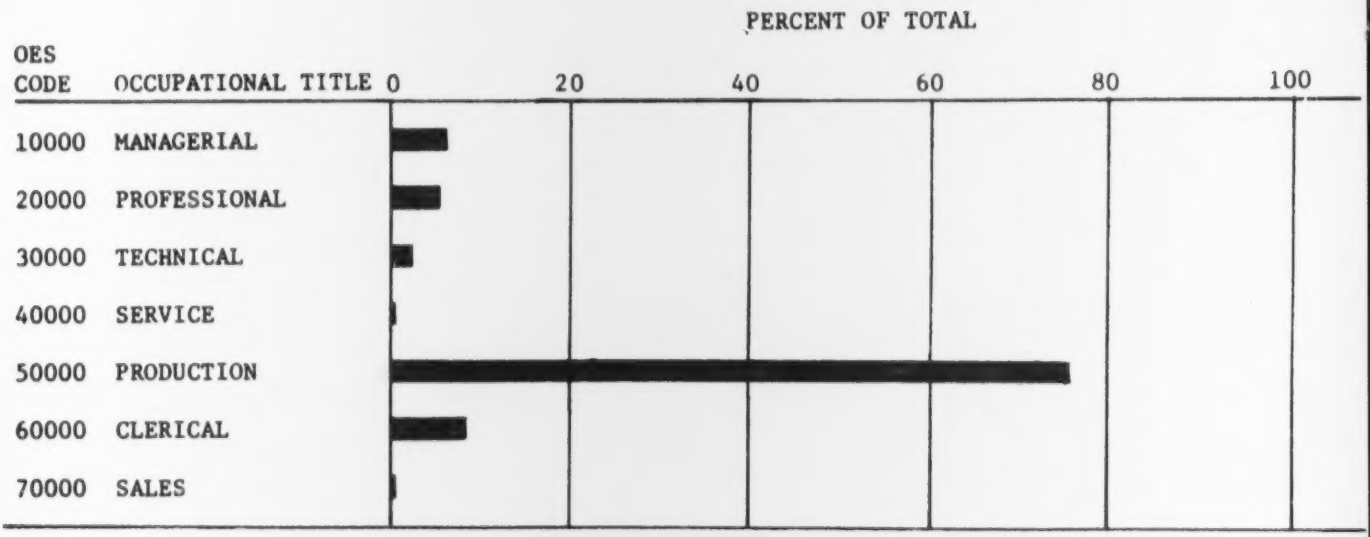
(SIC 16)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Electrical and Electronic Engineers
Mechanical Engineers
Safety Engineers
Natural and Mathematical Scientists
Computer Programmers
Electrical and Electronic Technicians
Guards and Doorkeepers
Mechanics, Maintenance
Blasters, Construction
Boilermakers
Bricklayers
Concrete-Mixer Operators
Dredge Operators
Drillers, Hand
Electricians
Industrial Truck Operators
Fence Erectors
Asphalt-Heater Tenders
Millwrights
Oilers
Painters, Maintenance
Plumbers and/or Pipefitters
Asphalt-Mixing-Machine Tenders
Asphalt-Plant Driers
Computer Operators
Keypunch Operators
Peripheral EDP Equipment Operators
Personnel Clerks
Procurement Clerks
Receptionists
Switchboard Operators-Receptionists
Typists
Clerical Supervisors, Office Or Plant
Production Clerks and/or Coordinators
Shipping and/or Receiving Clerks
Line Installers - Repairers

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 16)



CONTRACT CONSTRUCTION

CONSTRUCTION OTHER THAN BUILDING CONSTRUCTION - GENERAL CONTRACTORS

(SIC 16)

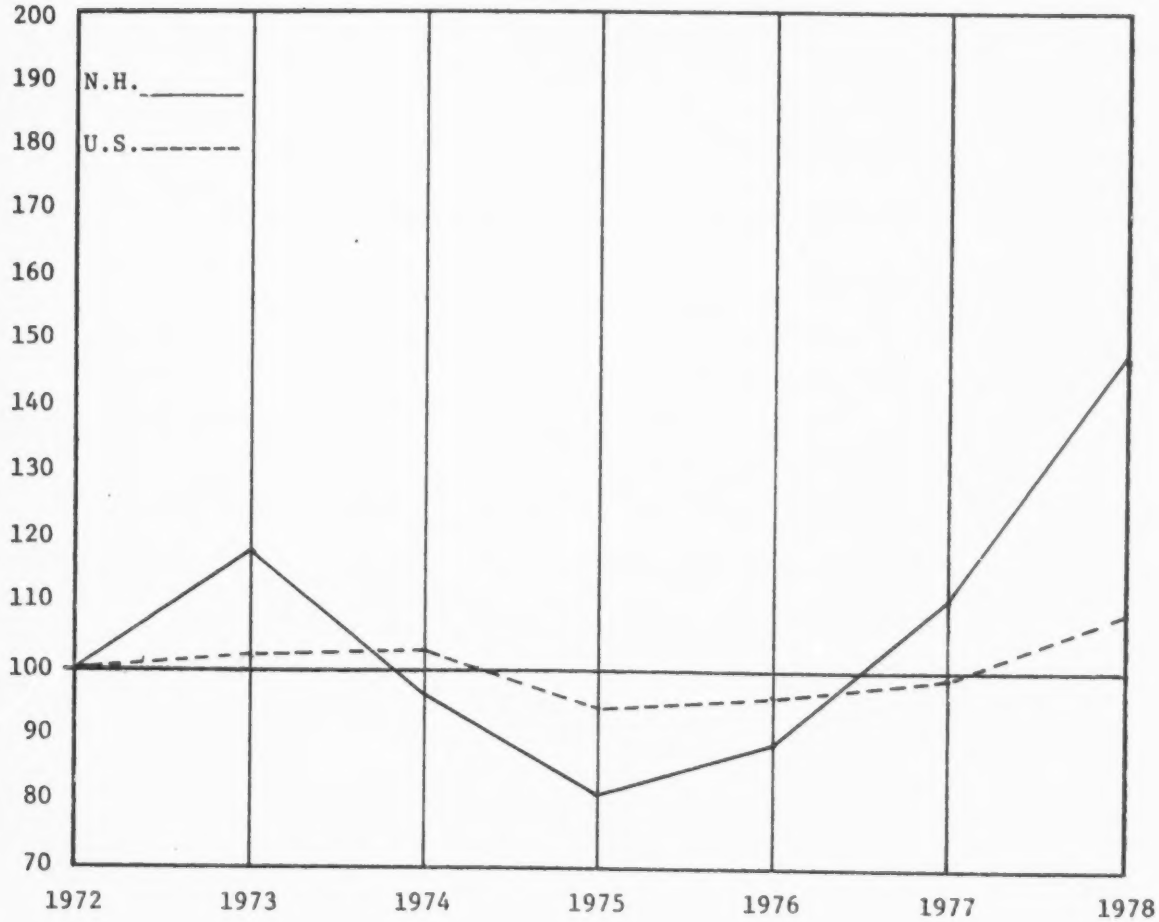
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	2.7	-	801.4	-
1973	3.2	18.5	818.1	2.1
1974	2.6	-18.8	827.8	1.2
1975	2.2	-15.4	760.4	- 8.1
1976	2.4	9.1	774.3	1.8
1977	3.0	25.0	791.3	2.2
1978*	4.0	33.3	876.1	10.7

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 16)



OCCUPATIONAL EMPLOYMENT

CONSTRUCTION - SPECIAL TRADE CONTRACTORS
(SIC 17)

This major group includes contractors who undertake specialized activities such as plumbing, painting, plastering, carpentering, etc. Also included are establishments primarily engaged in miscellaneous specialized construction activities such as industrial machinery and equipment installation, grave excavation, gas leakage detection and water well drilling.

The special trade contractors industry was the largest in the construction sector in New Hampshire in 1978, representing 44.3 percent of total construction employment and 63.5 percent of the establishments in the construction sector. The dominant occupational category, production, accounted for 7,080 workers or 77.4 percent of the industry's employment. Within this category, plumbers and/or pipefitters and helpers accounted for 819 workers or 8.9 percent of the industry's employment while electricians and electrician helpers accounted for 794 workers or 8.7 percent of the industry's employment. The second largest category, managers and officers accounted for 10.4 percent of the industry's employment. The remaining categories (professional, technical, service, clerical and sales) accounted for only 12.2 percent of the industry's employment.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	952
2	55C30	Plumbers and/or Pipefitters	707
3	55B12	Electricians	697
4	55B52	Heavy Equipment Operators	541
5	54000	Truck Drivers	498
6	55C12	Painters, Maintenance	402
7	55A47	Carpenters	329
8	55A51	Cement Masons	283
9	61333	General Clerks, Office	240
10	55A31	Bricklayers	218

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	40.2
2	61333	General Clerks, Office	16.4
3	61368	Secretaries	15.3
4	54000	Truck Drivers	11.3
5	55030	Plumbers and/or Pipefitters	10.4

STAFFING PATTERNS

CONSTRUCTION - SPECIAL TRADE CONTRACTORS

(SIC 17)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		9,151				100.0	
MANAGERS AND OFFICERS	10000	952	4	903	833	10.4	40.2
PROFESSIONAL OCCUPATIONS	20000	259				2.9	
Mechanical Engineers	21008	16	30	21	11	0.2	1.3
All Other Engineers	21900	22	N.A.	-	-	0.2	N.A.
Purchasing Agents and/or Buyers	25300	16	26	20	12	0.2	1.5
Accountants and Auditors	25401	71	15	82	60	0.8	4.9
Cost Estimators, Engineering	25427	134	13	151	117	1.5	8.5
TECHNICAL OCCUPATIONS	30000	30				0.3	
Drafters	32003	23	30	30	16	0.2	1.3
All Other Engineering Technicians	32900	7	N.A.	-	-	0.1	N.A.
SERVICE OCCUPATIONS	40000	38				0.4	
Janitors, Porters and Cleaners	41000	38	21	46	30	0.4	3.2
PRODUCTION OCCUPATIONS	50000	7,080				77.4	
Mechanics, Automotive	51008	20	30	26	14	0.2	1.5
Diesel Mechanics	51019	72	21	87	57	0.8	3.0
Mechanics, Maintenance	51043	52	22	63	41	0.6	2.8
Refrigeration Mechanics and/or Air Conditioning Mechanics	51052	116	24	144	88	1.3	3.2

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CONSTRUCTION - SPECIAL TRADE CONTRACTORS

(SIC 17)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
All Other Mechanics and Repairers	51900	37	N.A.	-	-	0.4	N.A.
Truck Drivers	54000	498	11	553	443	5.4	11.3
Bricklayers	55A31	218	25	273	163	2.4	3.4
Carpenters	55A47	329	12	368	290	3.6	6.2
Cement Masons	55A51	283	17	331	235	3.1	4.9
Crane, Derrick and Hoist Operators	55A82	42	32	55	29	0.5	1.3
Electricians	55B12	697	6	739	655	7.6	9.1
Supervisors, Nonworking	55B29	86	22	105	67	0.9	4.5
Heavy Equipment Operators	55B52	541	17	633	449	5.9	9.8
Oil Burner Installers and Servicers	55C04	64	21	77	51	0.7	2.8
Painters, Maintenance	55C12	402	6	426	378	4.4	7.9
Paperhangers	55C16	43	19	51	35	0.5	2.6
Plumbers and/or Pipefitters	55C30	707	9	771	643	7.7	10.4
Roofers	55C58	182	13	206	158	2.0	3.8
Sheet Metal Workers	55C81	152	23	187	117	1.7	2.8
Bricklayer Helpers	56002	148	26	186	110	1.6	2.3
Carpenter Helpers	56003	118	17	138	98	1.3	2.6
Cement Mason Helpers	56004	110	25	138	82	1.2	2.8
Electrician Helpers	56005	97	18	114	80	1.1	4.5
Plumber and/or Pipefitter Helpers	56010	112	19	133	91	1.2	4.3
Roofer Helpers	56011	122	11	135	109	1.3	2.6
All Other Skilled Craft Workers	59001	201	N.A.	-	-	2.2	N.A.
All Other Operatives and Semiskilled Workers	59002	591	N.A.	-	-	6.5	N.A.
All Other Laborers and Unskilled Workers	59003	1,040	N.A.	-	-	11.3	N.A.
CLERICAL OCCUPATIONS	60000	623				6.8	
Bookkeeping and/or Billing Machine Operators	61103	17	27	22	12	0.2	1.3

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CONSTRUCTION - SPECIAL TRADE CONTRACTORS

(SIC 17)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Bookkeepers, Hand	61307	104	11	115	93	1.2	9.6
General Clerks, Office	61333	240	9	262	218	2.6	16.4
Payroll and/or Timekeeping Clerks	61351	38	16	44	32	0.4	3.6
Secretaries	61368	195	8	211	179	2.1	15.3
Typists	61392	12	33	16	8	0.1	1.1
All Other Plant Clerical Workers	62900	17	N.A.	-	-	0.2	N.A.
SALES OCCUPATIONS	70000	169				1.8	
Sales Representatives	71000	152	16	176	128	1.6	7.2
All Other Sales Workers	79000	17	N.A.	-	-	0.2	N.A.

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Civil Engineers
Electrical and Electronic Engineers
Electrical and Electronic Technicians
Engineering-Equipment Mechanics
Asbestos and Insulation Workers
Boilermakers
Carpet Cutters and/or Carpet Layers
Concrete-Mixer Operators
Concrete-Wall Grinder Operators
Concrete Rubbers
Drillers, Machine
Metal Fabricators
Millwrights
Plasterers
Reinforcing-Iron Workers
Stone Masons
Layout Workers, Structural Steel
Structural-Steel Workers
Tapers
Tile Setters
Welders and/or Flamecutters
Ceiling-Tile Installers and/or Floor Layers

See page 167 for explanation of footnotes.

STAFFING PATTERNS

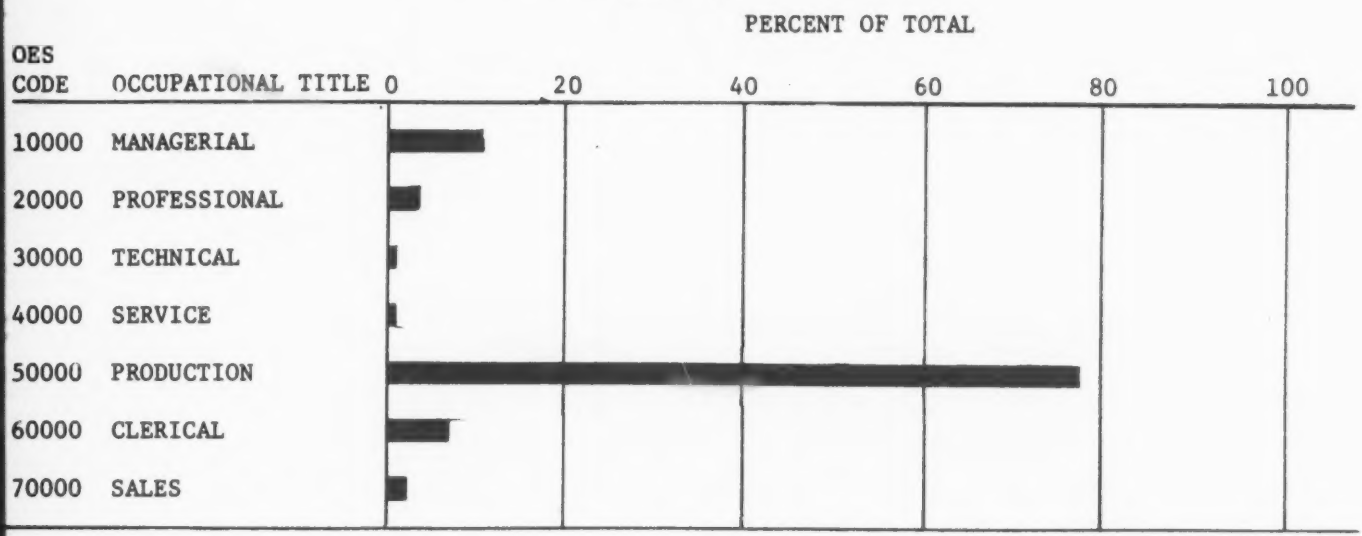
CONSTRUCTION - SPECIAL TRADE CONTRACTORS

(SIC 17)

Dry-Wall Applicators
Fence Erectors
Floor Sanding-Machine Operators
Form Setters, Metal Road-Form
Furnace Installers and
  Repairers, Hot Air
Glaziers
Riggers
Industrial Truck Operators
Line Installer-Repairers
Painter Helpers
Plasterer Helpers
Stone Mason Helpers
Tile Setter Helpers
Production Clerks and/or
 Coordinators
Shipping and/or
 Receiving Clerks
Sales Clerks

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 17)



CONTRACT CONSTRUCTION

CONSTRUCTION - SPECIAL TRADE CONTRACTORS

(SIC 17)

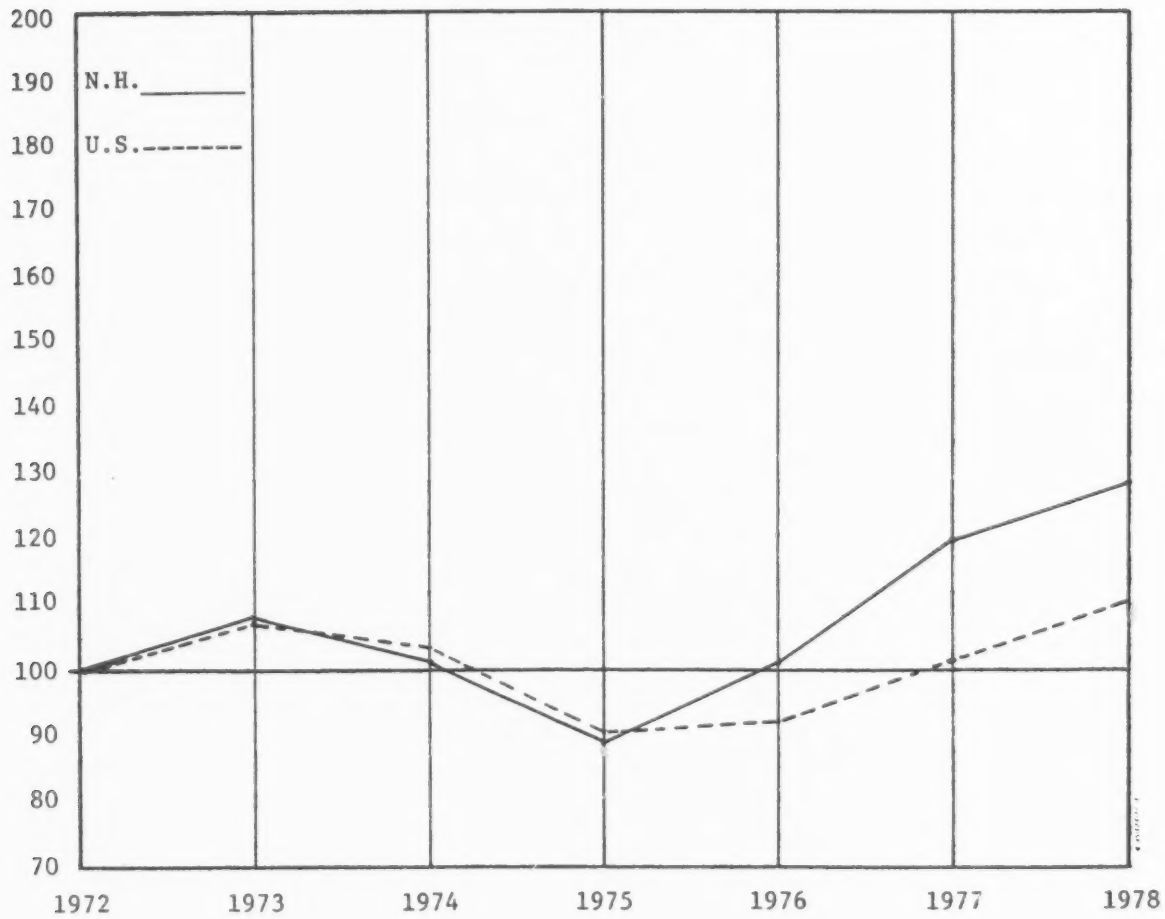
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	6.5	-	1922.9	-
1973	7.0	7.7	2058.2	7.0
1974	6.6	- 5.7	2000.2	- 2.8
1975	5.8	-12.1	1752.5	-12.4
1976	6.6	13.8	1778.9	1.5
1977	7.8	18.2	1944.9	9.3
1978*	8.3	6.4	2137.8	9.9

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 17)



FINANCE, INSURANCE AND REAL ESTATE

(SIC 60-67)

This division includes establishments operating primarily in the fields of finance, insurance, and real estate. Finance includes banks and trust companies, credit agencies other than banks, holding (but not predominantly operating) companies, other investment companies, brokers and dealers in securities and commodity contracts, and security and commodity exchanges. Insurance covers carriers of all types of insurance, and insurance agents and brokers. Real estate includes owners, lessors, lessees, buyers, sellers, agents, and developers of real estate.

The employment for finance, insurance and real estate during the 1978 survey period was 16,717. This division is the smallest of the three divisions surveyed (22.0 percent) and has showed rapid growth since 1972. This steady rise in employment faltered only slightly during the recession in 1974-75, when construction was showing a sharp decline in jobs, and continued until it had increased 42.0 percent by 1978. The percent increase for the Nation was only half as much as the State during the same time period.

The banking industry increased the number of jobs in that field by nearly 50 percent from 1972 to 1978. This industry has had the sharpest increase of any of those surveyed and reported its greatest increase between 1977 and 1978. Nationally the greatest increase came between 1973 and 1974.

Insurance occupations numbered 6,400 compared to 5,200 for the banking industry, however the increase in jobs was the same (1,700) for both industries. Nationally the number of new jobs for insurance was less than half the number for banking.

The staffing patterns for finance, insurance and real estate showed that managers and officers, and clerical occupations comprise 75.0 percent of the employment in those fields. The survey indicated that there are four clerical workers for every manager. In the clerical field tellers are the predominant occupation with 16.5 percent (1,644)of the total employment (9,977). This percentage is significant in view of the fact that there are over 50 other clerical occupations. Other jobs with a significant number of workers are: general office clerks (1,010),clerical supervisors (671), secretaries (598), worksheet clerks, insurance (468), file clerks (549) and accounting clerks (513). Professional and sales occupations account for 14.9 percent of the employment. About one quarter of the professional positions are for underwriters, while one job in seven is for either an accountant or an auditor. Within sales occupations insurance agents were the most predominant with 58.0 percent of the employment, while real estate agents accounted for another 20.1 percent.

Approximately 96 percent of the 1,308 employers in finance, insurance and real estate employ less than 50 workers, however they account for only one third of the 16,700 workers. Banking and insurance with only 215 units (16.4 percent) have 11,300 workers. Insurance has 18 units with a combined total of 5,400 workers.

Wages paid in this division for the second quarter of 1978 totaled $43,300,000, which was approximately 6 percent of the $748,600,000 paid by all industries. The average weekly wage of $197 was only slightly above the average for all industries.

BEST AVAILABLE COPY

THE FIFTEEN OCCUPATIONS EMPLOYING
THE LARGEST NUMBER OF WORKERS
(SIC 60-67)

RANK	OES CODE	OCCUPATIONAL TITLE	APRIL-JUNE 1978 ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	10000	Managers and Officers	2,569	15.4
2	61382	Tellers	1,644	9.8
3	61333	General Clerks, Office	1,010	6.0
4	71012	Sales Agents, Sales Associates, and/or Sales Representatives, Insurance	785	4.7
5	61396	Clerical Supervisors, Office or Plant	671	4.0
6	61368	Secretaries	598	3.6
7	61330	File Clerks	549	3.3
8	61301	Accounting Clerks	513	3.1
9	61395	Worksheet Clerks	468	2.8
10	61392	Typists	411	2.5
11	61358	Raters	398	2.4
12	61107	Keypunch Operators	313	1.9
13	25548	Underwriters	308	1.8
14	71008	Sales Agents, Sales Associates, and/or Sales Representatives, Real Estate	272	1.6
15	61349	New-Accounts Tellers	255	1.5

STAFFING PATTERNS

FINANCE, INSURANCE, AND REAL ESTATE

(SIC 60 - 67)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
TOTAL ALL OCCUPATIONS		16,717	100.0
MANAGERS AND OFFICERS	10000	2,569	15.4
PROFESSIONAL OCCUPATIONS	20000	1,144	6.9
All Other Engineers	21900	10	0.1
Actuaries	22101	11	0.1
Statisticians	22104	50	0.3
All Other Mathematical Scientists	22199	7	*
Systems Analysts, Electronic Data Processing	24000	46	0.3
Purchasing Agents and/or Buyers	25300	15	0.1
Accountants and Auditors	25401	163	1.0
Budget Analysts	25413	10	0.1
Credit Analysts, Chief	25428	16	0.1
Credit Analysts	25429	52	0.3
Investigators, Insurance	25442	66	0.4
Lawyers	25446	17	0.1
Nurses, Professional	25457	18	0.1
Personnel and Labor Relations Specialists	25465	33	0.2
Public - Relations Practitioners	25472	28	0.2
Safety Inspectors	25478	20	0.1
Appraisers, Real Estate	25527	70	0.4
Special Agents, Real Estate	25530	32	0.2
Claim Examiners, Property and/or Casualty Insurance	25533	85	0.5
Underwriters	25548	308	1.8
All Other Professional Workers	29000	87	0.5
TECHNICAL OCCUPATIONS	30000	389	2.3
Computer Programmers	31000	159	1.0
All Other Engineering Technicians	32008	5	*
All Other Technicians	39000	225	1.3
SERVICE OCCUPATIONS	40000	622	3.7
Janitors, Porters and Cleaners	41000	166	1.0
Maids	41003	69	0.4

STAFFING PATTERNS

FINANCE, INSURANCE, AND REAL ESTATE

(SIC 60 - 67)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
All Other Janitors, Porters and Cleaners	41900	208	1.2
Guards and Doorkeepers	42000	89	0.5
Food Service Workers	43000	29	0.2
Supervisors, Nonworking - Service	44014	29	0.2
All Other Service Workers	49000	32	0.2
PRODUCTION OCCUPATION	50000	662	3.9
All Other Mechanics and Repairers	51900	9	0.1
Carpenters	55A47	39	0.2
Supervisors, Nonworking	55B29	12	0.1
Maintenance Repairers, General Utility	55B86	208	1.2
Helpers, Trades	55B87	52	0.3
Painters, Maintenance	55C12	32	0.2
Press Operators and/or Plate Printers	55C36	18	0.1
Gardeners and Groundskeepers	55T47	171	1.0
All Other Skilled Craft Workers	59001	14	0.1
All Other Operatives and Semiskilled Workers	59002	15	0.1
All Other Laborers and Unskilled Workers	59003	92	0.5
CLERICAL OCCUPATIONS	60000	9,977	59.7
Bookkeeping and/or Billing Machine Operators	61103	91	0.5
Computer Operators	61105	65	0.4
Keypunch Operators	61107	313	1.9
Proof Machine Operators	61112	141	0.8
Duplicating Machine Operators	61120	11	0.1
All Other Office Machine Operators	61199	76	0.5
Stenographers	61200	88	0.5
Accounting Clerks	61301	513	3.1
Bookkeepers, Hand	61307	248	1.5
Adjustment Clerks	61313	12	0.1
Cashiers	61314	77	0.5
Checking Clerks, Banking	61315	43	0.3
Claim Adjusters	61316	149	0.9
Claims Clerks	61318	187	1.1

STAFFING PATTERNS

FINANCE, INSURANCE, AND REAL ESTATE

(SIC 60 - 67)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Collectors	61319	122	0.7
Credit Reporters	61327	41	0.2
File Clerks	61330	549	3.3
Insurance Clerks	61332	15	0.1
General Clerks, Office	61333	1,010	6.0
Mail Clerks	61343	113	0.7
Messengers, Bank	61347	18	0.1
New-Accounts Tellers	61349	255	1.5
Payroll and/or Timekeeping Clerks	61351	21	0.1
Personnel Clerks	61352	30	0.2
Policy-Change Clerks	61353	90	0.5
Raters	61358	398	2.4
Real Estate Clerks	61360	35	0.2
Receptionists	61361	97	0.6
Safe-Deposit Clerks	61365	31	0.2
Secretaries	61368	598	3.6
Statement Clerks	61372	124	0.7
Statistical Clerks	61374	46	0.3
Switchboard Operators	61376	48	0.3
Switchboard Operator - Receptionists	61377	85	0.5
Messengers	61380	34	0.2
Tellers	61382	1,644	9.8
Transit Clerks	61389	11	0.1
Typists	61392	411	2.5
Worksheet Clerks	61395	468	2.8
Clerical Supervisors, Office or Plant	61396	671	4.0
Insurance Checkers	61420	40	0.2
Credit Clerks	61421	145	0.9
Mortgage Closing Clerks	61422	105	0.6
Claim Examiners, Life, Accident and Health Insurance	61423	89	0.5
Sorting Clerks, Bank	61424	38	0.2
Loan Closers	61434	76	0.5
All Other Office Clerical Workers	61900	456	2.7
Production Clerks and/or Coordinators	62003	10	0.1
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	36	0.2
All Other Plant Clerical Workers	62900	3	*
SALES OCCUPATIONS	70000	1,354	8.1

STAFFING PATTERNS

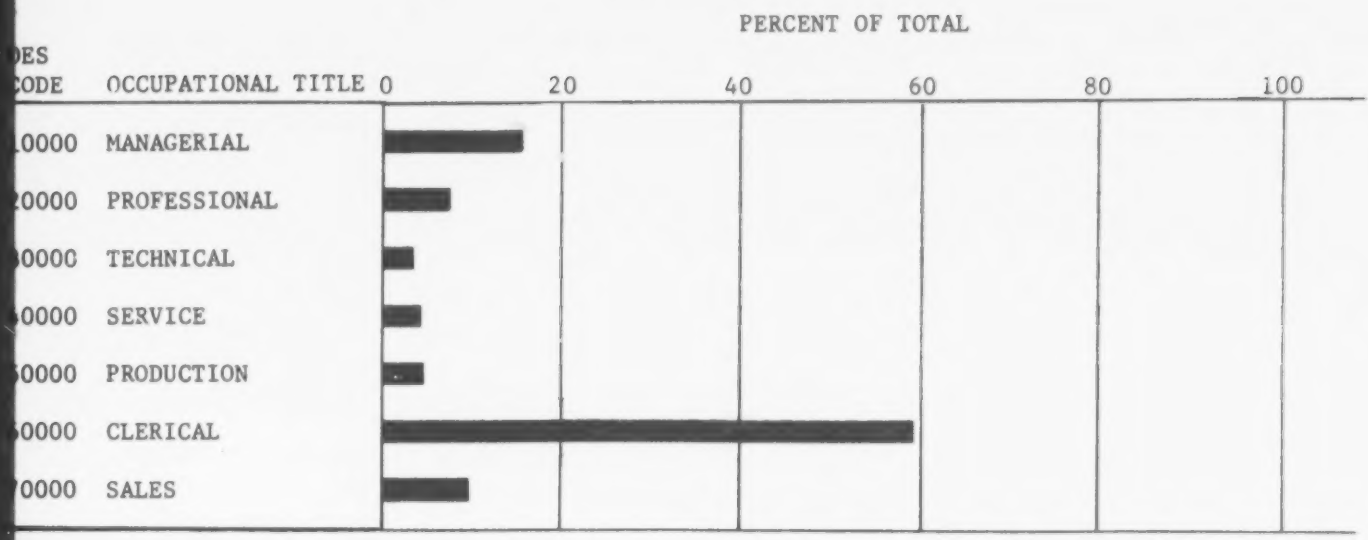
FINANCE, INSURANCE, AND REAL ESTATE

(SIC 60 - 67)

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Sales Representatives	71000	17	0.1
Placers	71005	14	0.1
Real Estate Brokers	71006	73	0.4
Sales Agents, Sales Associates, and/or Sales Representatives, Real Estate	71008	272	1.6
Sales Agents, Securities	71009	49	0.3
Sales Agents, Sales Associates, and/or Sales Representatives, Insurance	71012	785	4.7
All Other Sales Agents, Sales Associates, and/or Sales Representatives	71900	58	0.4
Sales Clerks	72002	86	0.5

* Less than 0.05 percent

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 60-67)



FINANCE, INSURANCE, AND REAL ESTATE

(SIC 60-67)

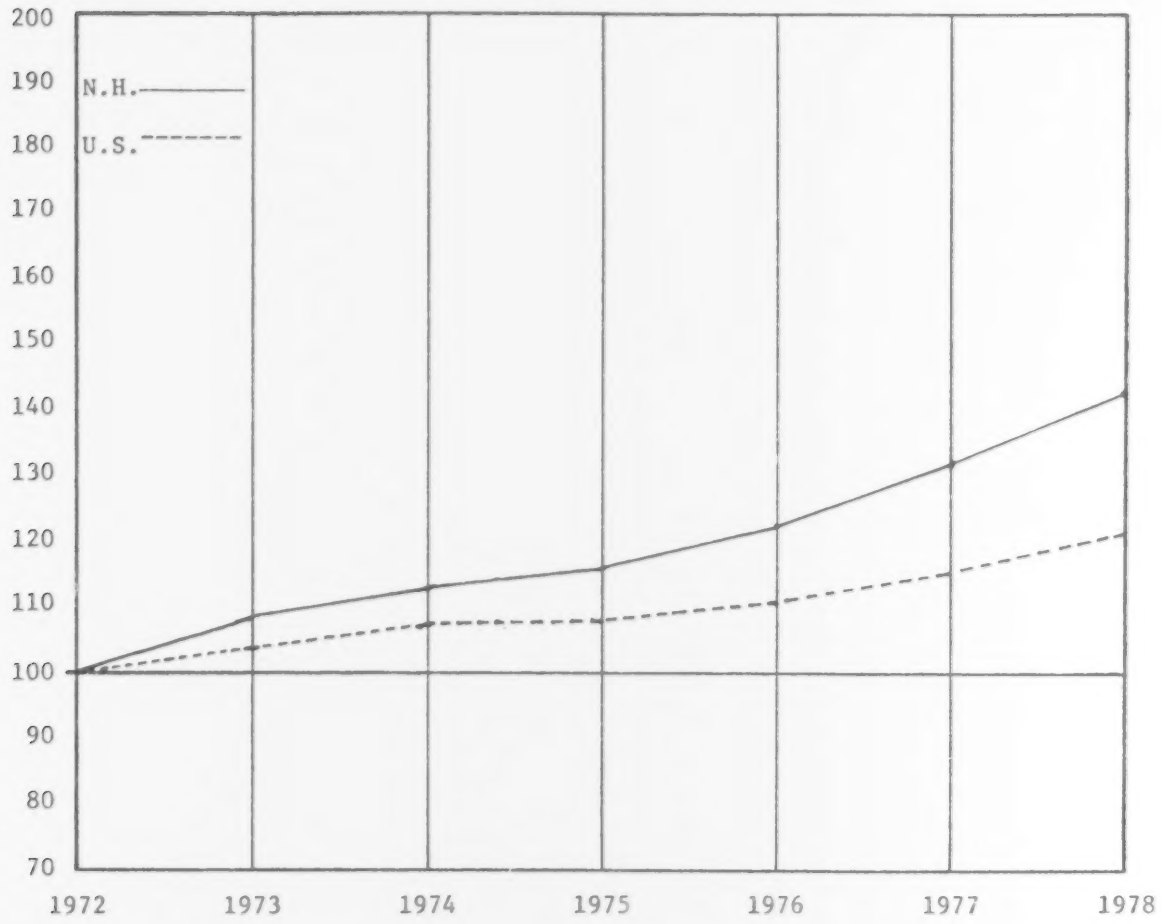
ANNUAL AVERAGE EMPLOYMENT (IN THOUSANDS)

1972-1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	11.9	-	3,600.8	-
1973	12.9	8.4	3,744.3	4.0
1974	13.5	4.7	3,861.6	3.1
1975	13.8	2.2	3,878.8	0.1
1976	14.6	5.8	3,975.3	2.5
1977	15.7	7.5	4,148.1	4.3
1978*	16.9	7.6	4,357.5	5.0

* 1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 60-67)



OCCUPATIONAL EMPLOYMENT

BANKING

(SIC 60)

This major group includes institutions which are engaged in deposit banking or closely related functions, including fiduciary activities.

Clerical occupations, the largest category in the industry, accounted for nearly 75 percent of the workers. More than one in every four workers in the industry were employed as tellers. The second largest category, managers and officers accounted for 18.3 percent of the industry employment. The remaining categories (technical, service, professional, production and sales) accounted for only 6.9 percent of the workers in this industry.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	61382	Tellers	1455
2	10000	Managers and Officers	942
3	61333	General Clerks, Office	422
4	61349	New-Accounts Tellers	210
5	61396	Clerical Supervisors	195
6	61368	Secretaries	177
7	61112	Proof Machine Operators	140
8	41000	Janitors, Porters and Cleaners	139
9	61330	File Clerks	130
10	61372	Statement Clerks	113

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	92.4
	61382	Tellers	92.4
3	61368	Secretaries	66.7
4	61349	New-Accounts Tellers	63.6
5	41000	Janitors, Porters and Cleaners	59.1

STAFFING PATTERNS

BANKING

(SIC 60)

OCCUPATIONAL CODE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1/ 5,143	2/			100.0	
MANAGERS AND OFFICERS	10000	942	2	961	923	18.3	92.4
PROFESSIONAL OCCUPATIONS	20000	159				3.0	
Systems Analysts, Electronic Data Processing	24000	10	24	12	8	0.2	7.6
Accountants/Auditors	25401	34	12	38	30	0.7	24.2
Credit Analysts	25429	28	21	34	22	0.5	10.6
Personnel/Labor Relations Specialists	25465	12	14	14	10	0.2	9.1
Public-Relations Practitioners	25472	15	16	17	13	0.3	9.1
Appraisers, Real Estate	25527	17	11	19	15	0.3	15.2
All Other Professional Workers	29000	43	NA	-	-	0.8	NA
TECHNICAL OCCUPATIONS	30000	13				0.3	
Computer Programmers	31000	13	18	15	11	0.3	12.1
SERVICE OCCUPATIONS	40000	167				3.3	
Janitors, Porters and Cleaners	41000	139	11	154	124	2.7	59.1

See page 167 for explanation fo footnotes.

STAFFING PATTERNS

BANKING

(SIC 60)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Guards and Doorkeepers	42000	13	21	16	10	0.3	10.6
All Other Food Service Workers	43900	4	NA	-	-	0.1	NA
All Other Service Workers	49000	11	NA	-	-	0.2	NA
PRODUCTION OCCUPATIONS	50000	10				0.2	
All Other Skilled Craft Workers	59001	9	NA	-	-	0.2	NA
All Other Operatives and Semiskilled Workers	59002	1	NA	-	-	-	NA
CLERICAL OCCUPATIONS	60000	3,846				74.8	
Bookkeeping/Billing Machine Operators	61103	48	13	54	42	0.9	28.8
Computer Operators	61105	21	20	25	17	0.4	12.1
Keypunch Operators	61107	12	27	15	9	0.2	7.6
Proofmachine Operators	61112	140	7	150	130	2.7	57.6
All Other Office Machine Operators	61199	28	NA	-	-	0.6	NA
Stenographers	61200	12	36	16	8	0.2	6.1
Accounting Clerks	61301	84	12	94	74	1.6	43.9
Bookkeepers, Hand	61307	49	17	57	41	1.0	21.2
Adjustment Clerks	61313	11	29	14	8	0.2	4.5
Checking Clerks, Bank Records	61315	43	22	52	34	0.8	10.6
Collectors	61319	57	10	63	51	1.1	30.3
Credit Reporters	61327	33	18	39	27	0.7	12.1
File Clerks	61330	130	14	148	112	2.5	27.3

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BANKING

(SIC 60)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
General Clerks, Office	61333	422	8	456	388	8.2	53.0
Mail Clerks	61343	20	18	24	16	0.4	13.6
Messengers, Bank	61347	17	21	21	13	0.3	7.6
New-Accounts Tellers	61349	210	7	225	195	4.1	63.6
Personnel Clerks	61352	14	14	16	12	0.3	12.1
Receptionists	61361	43	13	49	37	0.8	28.8
Safe-Deposit Clerks	61365	31	9	34	38	0.6	25.8
Secretaries	61368	177	6	188	166	3.5	66.7
Statement Clerks	61372	113	11	125	101	2.2	42.4
Switchboard Operators	61376	27	12	30	24	0.5	21.2
Switchboard Operator-Receptionists	61377	28	13	32	24	0.6	28.8
Messengers	61380	26	13	29	23	0.5	24.2
Tellers	61382	1,455	3	1,499	1,411	28.3	92.4
Transit Clerks	61389	10	32	13	7	0.2	4.5
Typists	61392	61	12	68	54	1.2	24.2
Clerical Supervisors	61396	195	9	213	177	3.8	57.6
Credit Clerks	61421	68	12	76	60	1.3	4.2
Mortgage Closing Clerks	61422	75	11	83	67	1.5	36.4
Sorting Clerks, Bank	61424	38	31	50	26	0.7	9.1
Loan Closers	61434	55	12	62	48	1.1	22.7
All Other Office Clerical Workers	61900	77	NA	-	-	1.5	NA
Stock Clerks, Stockroom	62008	11	23	14	8	0.2	4.5
All Other Plant Clerical Workers	62900	5	NA	-	-	0.1	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BANKING

(SIC 60)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	70000	6				0.1	
All Other Sales Agents	71900	6	NA	-	-	0.1	NA

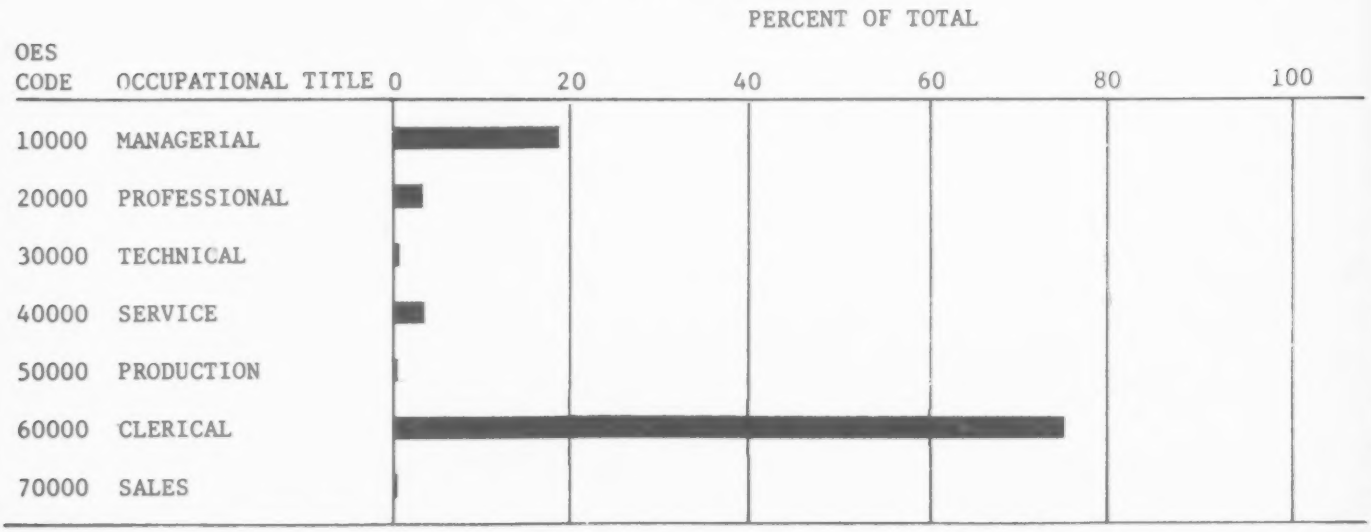
Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Financial Analysts
Purchasing Agents/Buyers
Budget Analysts
Credit Analysts, Chief
Lawyers
Food Service Workers
Supervisors, Nonworking
Maintenance Repairers
Parking Lot Attendants
Addressing Machine Operators
Peripheral EDP Equipment Operators
Coin Machine Operators/Currency Sorters
Insurance Clerks
Order Clerks
Payroll/Timekeeping Clerks
Statistical Clerks
Production Clerks/Coordinators
Sales Representatives

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 60)



FINANCE, INSURANCE, AND REAL ESTATE

BANKING

(SIC 60)

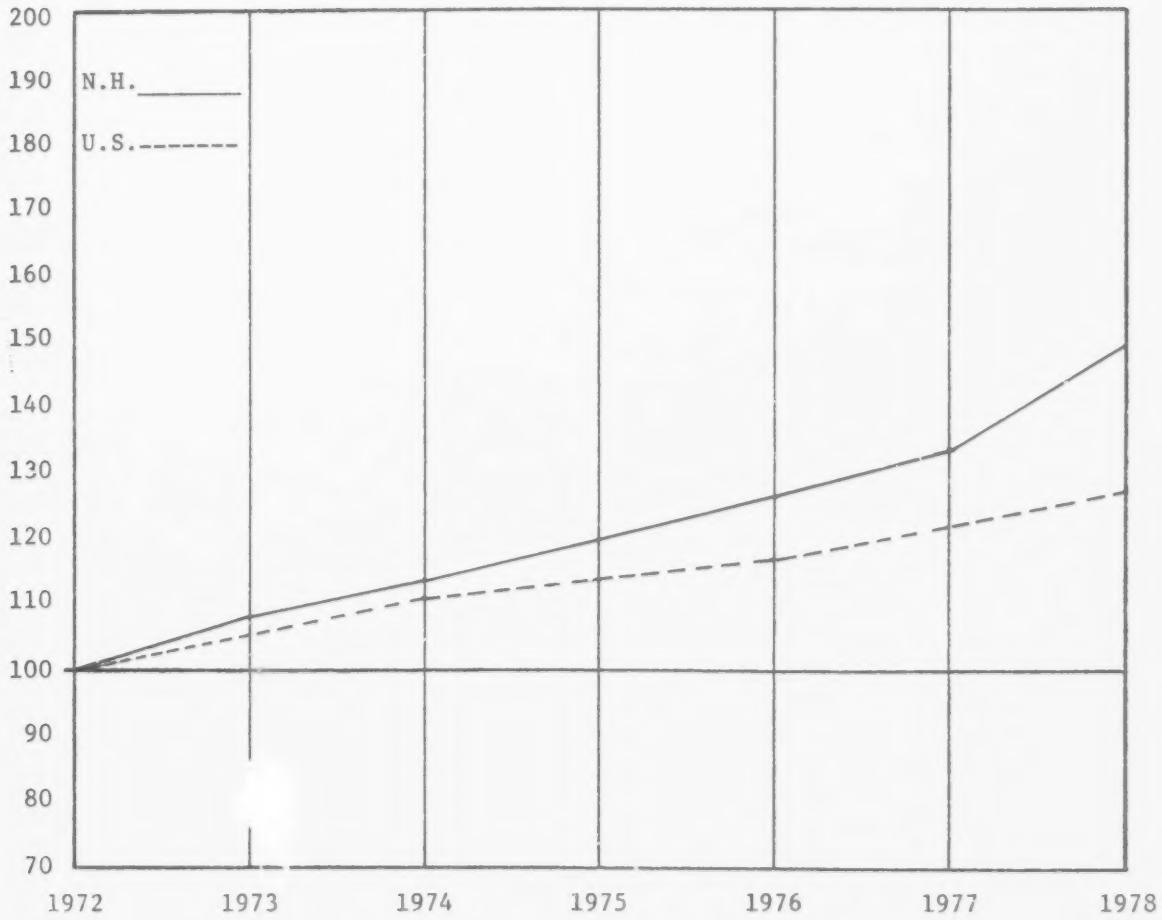
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	3.5	-	1115.4	-
1973	3.8	8.6	1178.4	5.6
1974	4.0	5.3	1248.8	6.0
1975	4.2	5.0	1273.9	2.0
1976	4.4	4.8	1309.8	2.8
1977	4.7	6.8	1355.3	3.5
1978*	5.2	10.6	1417.6	4.6

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 60)



OCCUPATIONAL EMPLOYMENT

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

This major group includes establishments engaged in extending credit in the form of loans but not engaged in deposit banking.

As in the banking industry (SIC 60) the clerical occupations predominate with almost 65 percent of the workers. However, the dominant occupation is no longer teller but manager and officer with almost 25 percent of the total industry employment. The remaining occupational categories (professional, technical, service, production and sales) account for only 10.2 percent of the total industry employment.

THE ELEVEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	281
2	61382	Tellers	189
3	61421	Credit Clerks	72
4	61333	General Clerks, Office	68
5	61319	Collectors	62
6	61349	New Accounts Tellers	45
7	61396	Clerical Supervisors	41
8	61301	Accounting Clerks	35
9	61422	Mortgage Closing Clerks	30
10	41000	Janitors, Porters and Cleaners	27
	61368	Secretaries	27

THE SEVEN MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	74.1
2	61382	Tellers	38.9
3	41000	Janitors, Porters and Cleaners	29.6
4	61319	Collectors	25.9
	61333	General Clerks, Office	25.9
	61368	Secretaries	25.9
	61421	Credit Clerks	25.9

STAFFING PATTERNS

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
TOTAL ALL OCCUPATIONS		1,130				100.0	
MANAGERS AND OFFICERS	10000	281	10	309	253	24.9	74.1
PROFESSIONAL OCCUPATIONS	20000	61				5.4	
Accountants/Auditors	25401	14	23	17	11	1.2	13.0
Credit Analysts	25429	19	35	26	12	1.7	7.4
Appraisers, Real Estate	25527	11	19	13	9	1.0	11.1
All Other Professional Workers	29000	17	NA	-	-	1.5	NA
TECHNICAL OCCUPATIONS	30000	6				0.5	
All Other Technicians	39000	6	NA	-	-	0.5	NA
SERVICE OCCUPATIONS	40000	29				2.6	
Janitors, Porters and Cleaners	41000	27	12	30	24	2.4	29.6
All Other Food Service Workers	43900	2	NA	-	-	0.2	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
PRODUCTION OCCUPATIONS	50000	1/ 9	2/				
All Other Skilled Craft Workers	59001	4	NA	—	—	0.3	NA
All Other Operatives and Semiskilled Workers	59002	2	NA	-	-	0.2	NA
All Other Laborers and Unskilled Workers	59003	3	NA	-	-	0.3	NA
CLERICAL OCCUPATIONS	60000	733				64.9	
All Other Office Machine Operators	61199	14	NA	-	-	1.2	NA
Accounting Clerks	61301	35	22	43	27	3.1	18.5
Bookkeepers, Hand	61307	15	19	18	12	1.3	16.7
Collectors	61319	62	24	77	47	5.5	25.9
File Clerks	61330	24	28	31	17	2.1	13.0
General Clerks, Office	61333	68	19	81	55	6.0	25.9
New-Accounts Tellers	61349	45	15	52	38	4.0	16.7
Secretaries	61368	27	14	31	23	2.4	25.9
Statement Clerks	61372	11	23	14	8	1.0	9.3
Tellers	61382	189	5	198	180	16.7	38.9
Typists	61392	16	23	20	12	1.4	9.3
Clerical Supervisors	61396	41	18	48	34	3.6	20.4

See page 167 for explanation of footnotes.

STAFFING PATTERNS

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
Credit Clerks	61421	72	27	91	53	6.4	25.9
Mortgage Closing Clerks	61422	30	14	34	26	2.7	18.5
Loan Closers	61434	19	28	24	14	1.7	5.6
All Other Office Clerical Workers	61900	64	NA	-	-	5.7	NA
All Other Plant Clerical Workers	62900	1	NA	-	-	0.1	NA
SALES OCCUPATIONS	70000	11				0.9	
Sales Representatives	71000	11	45	16	6	0.9	7.4

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Systems Analysts, Electronic Data Processing
Credit Analysts, Chief
Lawyers
Personnel/Labor Relations Specialists
Public-Relations Practitioners
Computer Programmers
Food Service Workers
Supervisors, Nonworking
Maintenance Repairers
Helpers, Trades
Adjustment Clerks
Cashiers
Insurance Clerks
Mail Clerks
Messengers, Bank
Order Clerks
Payroll/Timekeeping Clerks
Personnel Clerks
Procurement Clerks
Receptionists

See page 167 for explanation of footnotes.

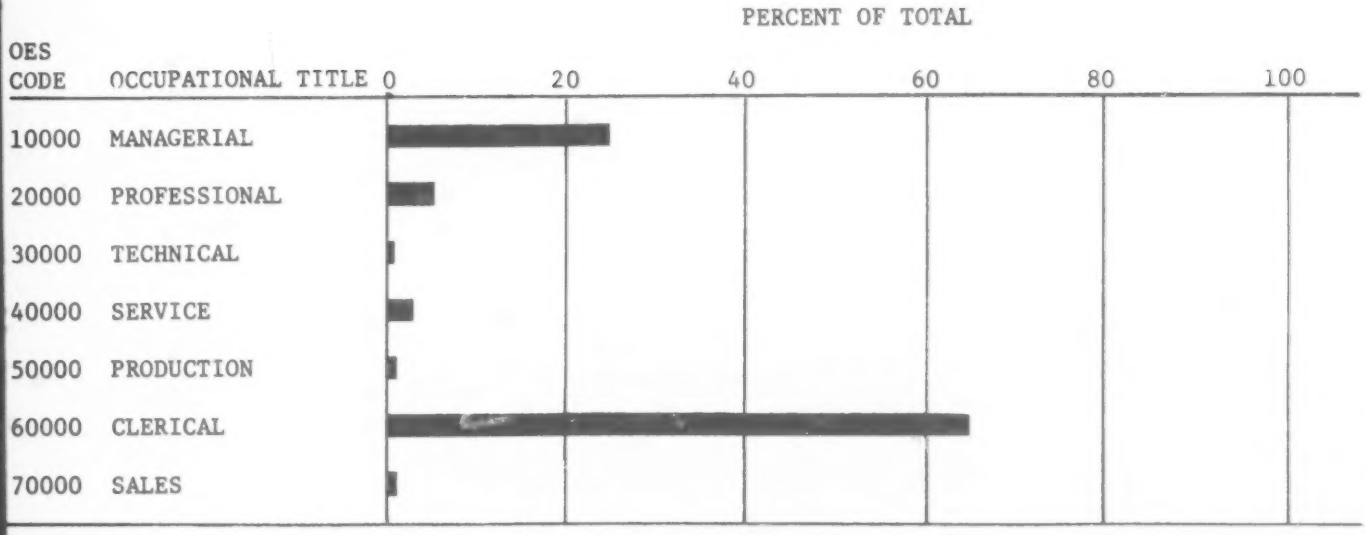
STAFFING PATTERNS

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

Parking Lot Attendants
Bookkeeping/Billing Machine Operators
Computer Operators
Messengers
Transit Clerks
Stock Clerks, Stockroom
Switchboard Operators
Switchboard Operator-Receptionists
Proof Machine Operators
Stenographers

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 61)



FINANCE, INSURANCE, AND REAL ESTATE

CREDIT AGENCIES OTHER THAN BANKS

(SIC 61)

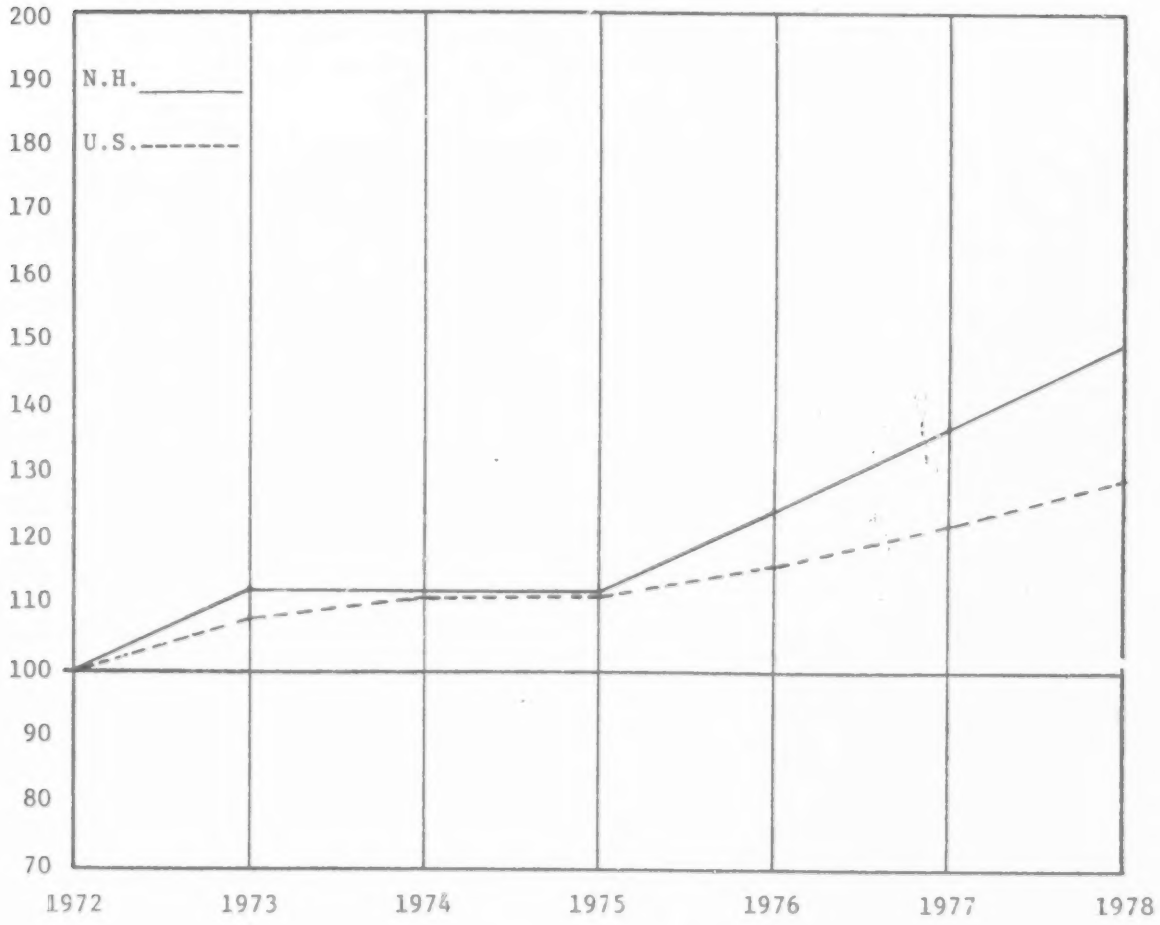
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	0.8	-	385.2	-
1973	0.9	12.5	417.4	8.4
1974	0.9	0	430.6	3.2
1975	0.9	0	432.0	0.3
1976	1.0	11.1	447.9	3.7
1977	1.1	10.0	472.0	5.4
1978*	1.2	9.1	498.3	5.6

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 61)



OCCUPATIONAL EMPLOYMENT

INSURANCE

(SIC 63)

This industry comprises insurance carriers of all types. However, agent and brokers dealing in insurance and organizations rendering services to insurance carriers or to policy holders are classified in major group 64.

In May 1978, there were approximately 42 establishments classified in this industry with 5,925 workers employed. More than 6 out of every 10 workers in the insurance industry are employed in the clerical occupations. However, the dominant occupation, namely sales agents,insurance,is in another category, the sales occupations,which accounts for only 10.3 percent of the total industry employment. The sales agents account for 94.1 percent of the workers in the sales occupations. The next largest occupational category, the professional occupations account for 9.9 percent of the total industry employment. The remaining occupational categories (managers and officers, technical, service and production) account for only 17.3 percent of the total industry employment.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	71012	Sales Agents, Insurance	574
2	10000	Managers and Officers	531
3	61395	Worksheet Clerks	468
4	61330	File Clerks	354
5	61396	Clerical Supervisors	347
6	61301	Accounting Clerks	339
7	61107	Keypunch Operators	289
8	61392	Typists	266
9	61333	General Clerks, Office	244
10	61358	Raters	235

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	73.8
2	71012	Sales Agents, Insurance	54.8
3	61368	Secretaries	50.0
4	61396	Clerical Supervisors	45.2
5	61333	General Clerks, Office	42.9

STAFFING PATTERNS

INSURANCE

(SIC 63)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
TOTAL ALL OCCUPATIONS		5,925				100.0	
MANAGERS AND OFFICERS	10000	531	10	584	478	9.0	73.8
PROFESSIONAL OCCUPATIONS	20000	590				9.9	
All Other Engineers	21900	10	NA	-	-	0.2	NA
Actuaries	22101	11	0	11	11	0.2	4.8
All Other Mathematical Scientists	22199	55	NA	-	-	0.9	NA
Systems Analysts, Electronic Data Processing	24000	30	26	38	22	0.5	11.9
Accountants/Auditors	25401	61	19	73	49	1.0	21.4
Nurses, Professional	25457	18	28	23	13	0.3	7.1
Personnel/Labor Relations Specialists	25465	19	11	21	17	0.3	11.9
Special Agents, Insurance	25530	29	16	34	24	0.5	14.3
Underwriters	25548	192	23	236	148	3.2	28.6
All Other Professional Workers	29000	165	NA	-	-	2.8	NA
TECHNICAL OCCUPATIONS	30000	359				6.0	
Computer Programmers	31000	134	19	159	109	2.3	11.9
All Other Medical and Dental Technologists and Technicians	35900	3	NA	-	-	0.1	NA
All Other Technicians	39000	222	NA	-	-	3.7	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

INSURANCE

(SIC 63)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
SERVICE OCCUPATIONS	40000	79				1.3	
All Other Janitors, Porters and Cleaners	41900	51	NA	-	-	0.9	NA
Guards and Doorkeepers	42000	13	30	17	9	0.2	4.8
Food Service Workers	43000	14	23	17	11	0.2	4.8
All Other Service Workers	49000	1	NA	-	0.0	-	NA
PRODUCTION OCCUPATIONS	50000	52				1.0	
All Other Mechanics and Repairers	51900	9	NA	-	-	0.2	NA
Supervisors, Nonworking	55B29	10	16	12	8	0.2	9.5
All Other Skilled Craft Workers	59001	15	NA	-	-	0.3	NA
All Other Operatives Semiskilled Workers	59002	18	NA	-	-	0.3	NA
CLERICAL OCCUPATIONS	60000	3,704				62.5	
Bookkeeping/Billing Machine Operators	61103	12	28	15	9	0.2	9.5
Computer Operators	61105	28	21	34	22	0.5	9.5

See page 167 for explanation of footnotes.

STAFFING PATTERNS

INSURANCE

(SIC 63)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Keypunch Operators	61107	289	29	373	205	4.9	19.0
Duplicating Machine Operators	61120	11	34	15	7	0.2	9.5
All Other Office Machine Operators	61199	35	NA	-	-	0.6	NA
Stenographers	61200	43	13	49	37	0.7	28.6
Accounting Clerks	61301	339	18	400	278	5.7	31.0
Bookkeepers, Hand	61307	14	18	17	11	0.2	23.8
Cashiers	61314	17	18	20	14	0.3	19.0
Claim Adjusters	61316	65	33	86	44	1.1	19.0
Claims Clerks	61318	112	24	139	85	1.9	19.0
File Clerks	61330	354	3	365	343	6.0	38.1
General Clerks, Office	61333	244	15	281	207	4.1	42.9
Mail Clerks	61343	83	21	100	66	1.4	16.7
Policy-Change Clerks	61353	15	6	16	14	0.3	9.5
Raters	61358	235	23	289	181	4.0	23.8
Secretaries	61368	150	16	174	126	2.5	50.0
Switchboard Operators	61376	16	22	20	12	0.3	16.7
Switchboard Operator-Receptionists	61377	13	19	15	11	0.2	21.4
Typists	61392	266	13	301	231	4.5	33.3
Worksheet Clerks	61395	468	34	627	309	7.9	14.3
Clerical Supervisors	61396	347	5	364	330	5.8	45.2
All Other Office Clerical Workers	61900	522	NA	-	-	8.8	NA
Stock Clerks, Stockroom	62008	18	27	23	13	0.3	9.5
All Other Plant Clerical Workers	62900	8	NA	-	-	0.1	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

INSURANCE

(SIC 63)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	70000	610				10.3	
Sales Agents, Insurance	71012	574	3	591	557	9.7	54.8
All Other Sales Agents	71900	20	NA	-	-	0.3	NA
All Other Sales Workers	79000	16	NA	-	-	0.3	NA

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Engineers
Financial Analysts
Statisticians
Purchasing Agents/Buyers
Budget Analyst
Credit Analysts, Chief
Credit Analysts
Investigators, Insurance
Lawyers
Librarians, Professional
Physicians/Surgeons
Public-Relations Practitioners
Compositors/Typesetters
Electricians
Maintenance Repairers
Press Operators/Plate Printers
Actuarial Clerks
Cancellation Clerks
Collectors
Correspondence Clerks
Credit Reporters
Payroll/Timekeeping Clerks
Personnel Clerks
Receptionists

See page 167 for explanation of footnotes.

STAFFING PATTERNS

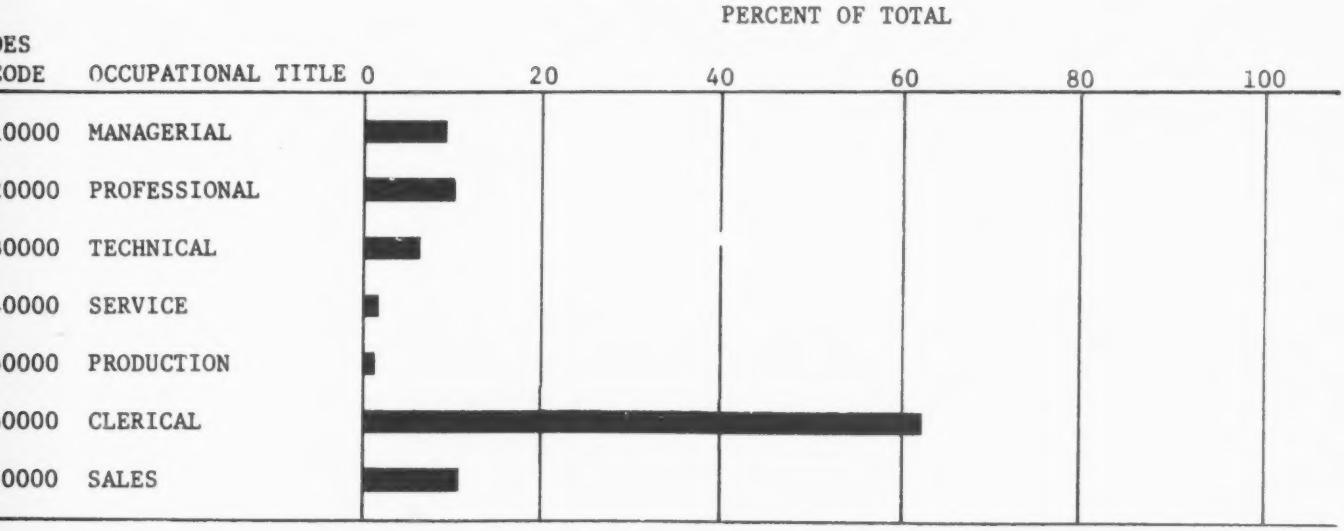
INSURANCE

(SIC 63)

Safety Inspectors
Claim Examiners, Property and/or Casualty, Insurance
Building Inspectors, Fire Insurance
Licensed Practical Nurses
Maids
Supervisors, Nonworking Service Only
Mechanics, Maintenance
Statistical Clerks
Messengers
Insurance Checkers
Credit Clerks
Claim Examiners, Life, Accident and Health Insurance
Production Clerks/Coordinators
Sales Clerks

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 63)



FINANCE, INSURANCE, AND REAL ESTATE

INSURANCE

(SIC 63)

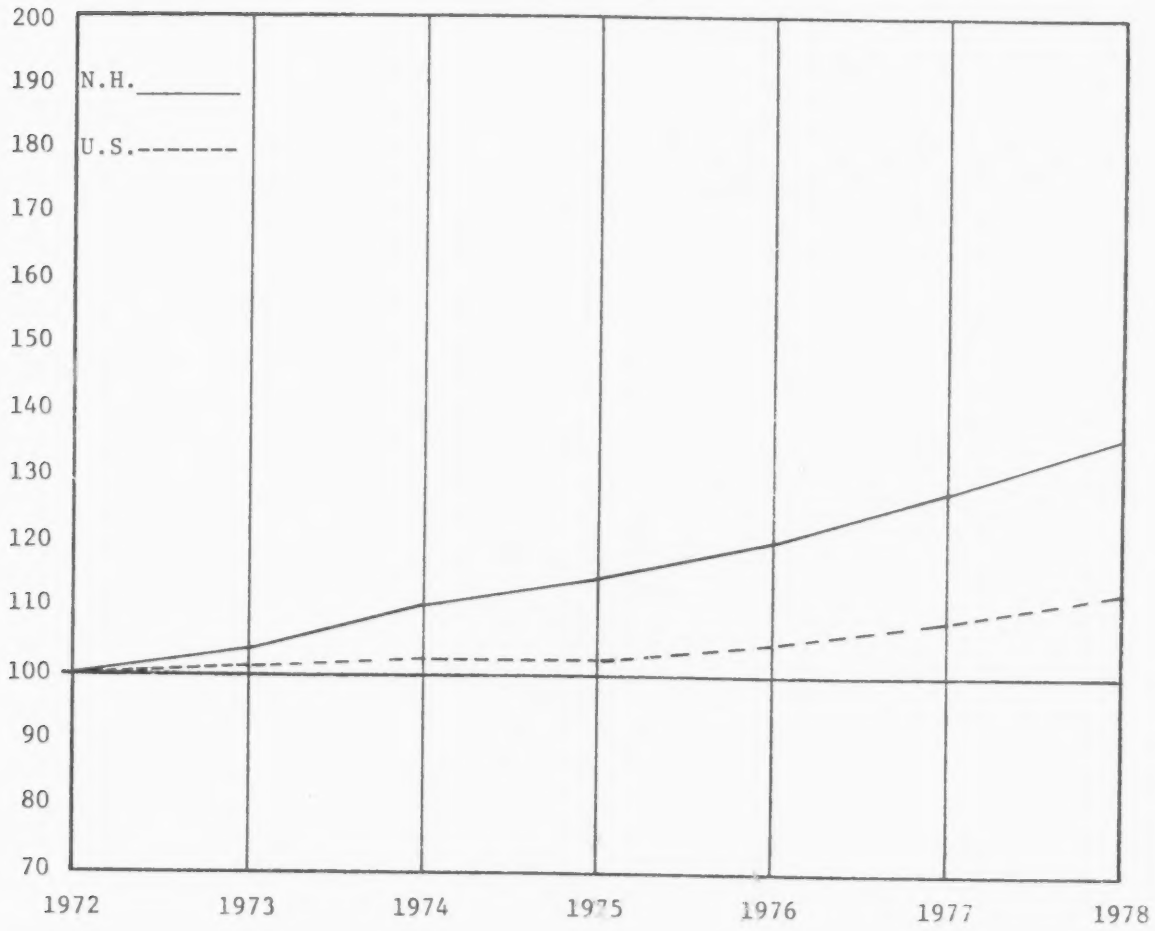
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	4.7	-	1054.3	-
1973	4.9	4.3	1071.0	1.6
1974	5.2	6.1	1087.2	1.5
1975	5.4	3.8	1085.3	- 1.7
1976	5.7	5.6	1101.3	1.5
1977	6.0	5.3	1146.0	4.1
1978*	6.4	6.7	1193.8	4.2

1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 63)



OCCUPATIONAL EMPLOYMENT
INSURANCE AGENTS, BROKERS AND SERVICE
(SIC 64)

This major group comprises agents and brokers dealing in insurance, and also organizations offering services to insurance companies and policy holders.

More than half or 56.8 percent of the workers in this industry were employed in the clerical occupations in 1978. General clerks and raters were the two largest occupations within this group with employment of 328. The second largest occupational group was managers and officers with 18.5 percent of the total employment for this industry. The next largest occupational group was professional which accounted for 11.6 percent of the industry's total employment. Underwriters was the largest occupation within this group with employment of 116 or 54.7 percent of this group's total employment.

THE ELEVEN OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	340
2	71012	Sales Agents, Insurance	194
3	61333	General Clerks, Office	165
4	61358	Raters	163
5	25548	Underwriters	116
6	61316	Claims Adjusters	84
7	61368	Secretaries	81
8	61307	Bookkeepers, Hand	75
	61318	Claims Clerks	75
	61353	Policy-Change Clerks	75
	61396	Clerical Supervisors, Office	75

THE SIX MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	70.4
2	61333	General Clerks, Office	32.1
	71012	Sales Agents, Insurance	32.1
4	61307	Bookkeepers, Hand	28.4
5	61318	Claims Clerks	25.9
	61368	Secretaries	25.9

STAFFING PATTERNS

INSURANCE AGENTS, BROKERS AND SERVICE

(SIC 64)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,834				100.0	
MANAGERS AND OFFICERS	10000	340	8	367	313	18.5	70.4
PROFESSIONAL OCCUPATIONS	20000	212				11.6	
Accountants and Auditors	25401	12	39	17	7	0.7	4.9
Underwriters	25548	116	24	144	88	6.3	17.3
All Other Professional Workers	29000	84	N.A.	-	-	4.6	N.A.
SERVICE OCCUPATIONS	40000	35				1.9	
CLERICAL OCCUPATIONS	60000	1,041				56.8	
Bookkeeping and/or Billing Machine Operators	61103	23	30	30	16	1.3	8.6
Stenographers	61200	20	32	26	14	1.1	7.4
Accounting Clerks	61301	20	30	26	14	1.1	8.6
Bookkeepers, Hand	61307	75	16	87	63	4.1	28.4
Claim Adjusters	61316	84	43	120	48	4.6	8.6
Claims Clerks	61318	75	16	87	63	4.1	25.9
File Clerks	61330	41	27	52	30	2.2	11.1
General Clerks, Office	61333	165	19	196	134	9.0	32.1
Policy-Change Clerks	61353	75	27	95	55	4.1	14.8
Raters	61358	163	18	192	134	8.9	24.7
Receptionists	61361	15	34	20	10	0.8	6.2

See page 167 for explanation of footnotes.

STAFFING PATTERNS

INSURANCE AGENTS, BROKERS AND SERVICE

(SIC 64)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Secretaries	61368	81	19	96	66	4.4	25.9
Switchboard Operator Receptionists	61377	15	31	20	10	0.8	6.2
Typists	61392	41	23	50	32	2.2	12.3
Clerical Supervisors, Office	61396	75	20	90	60	4.1	18.5
All Other Office Clerical Workers	61900	73	N.A.	-	-	4.0	N.A.
SALES OCCUPATIONS	70000	206				11.2	
Sales Agents, Insurance	71012	194	15	223	165	10.6	32.1
All Other Sales Agents	71900	12	N.A.	-	-	0.6	N.A.

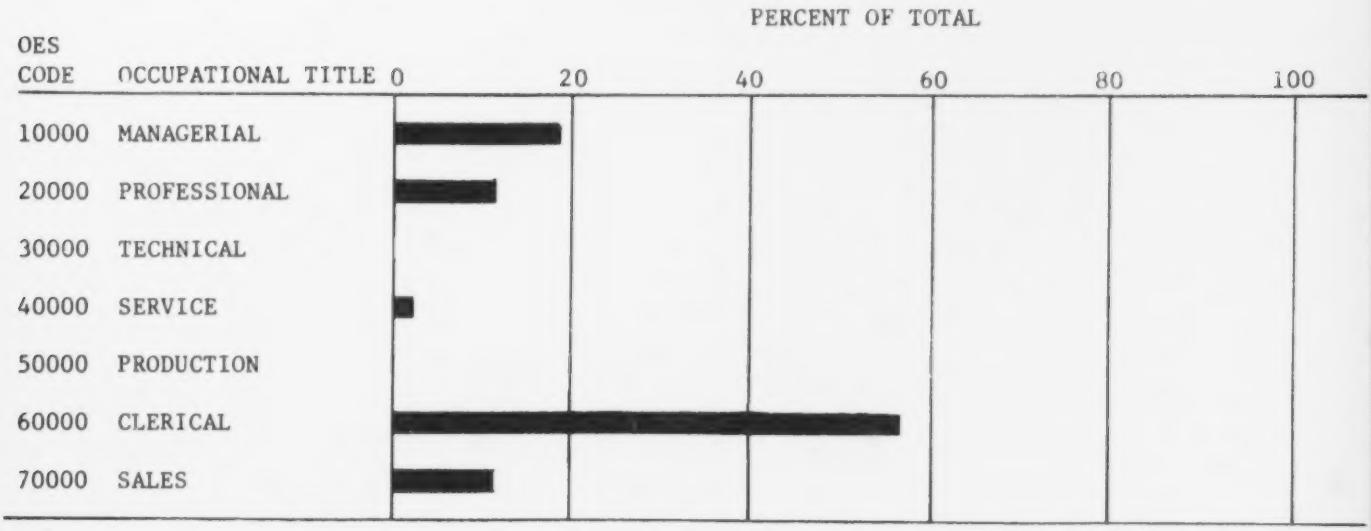
See page 167 for explanation of footnotes.

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Investigators, Insurance
Special Agents, Insurance
Claim Examiners, Property and/or Casualty Insurance
Maids
Cashiers
Claim Examiners, Life, Accident and Health Insurance

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 64)



FINANCE, INSURANCE, AND REAL ESTATE

INSURANCE AGENTS, BROKERS, AND SERVICE

(SIC 64)

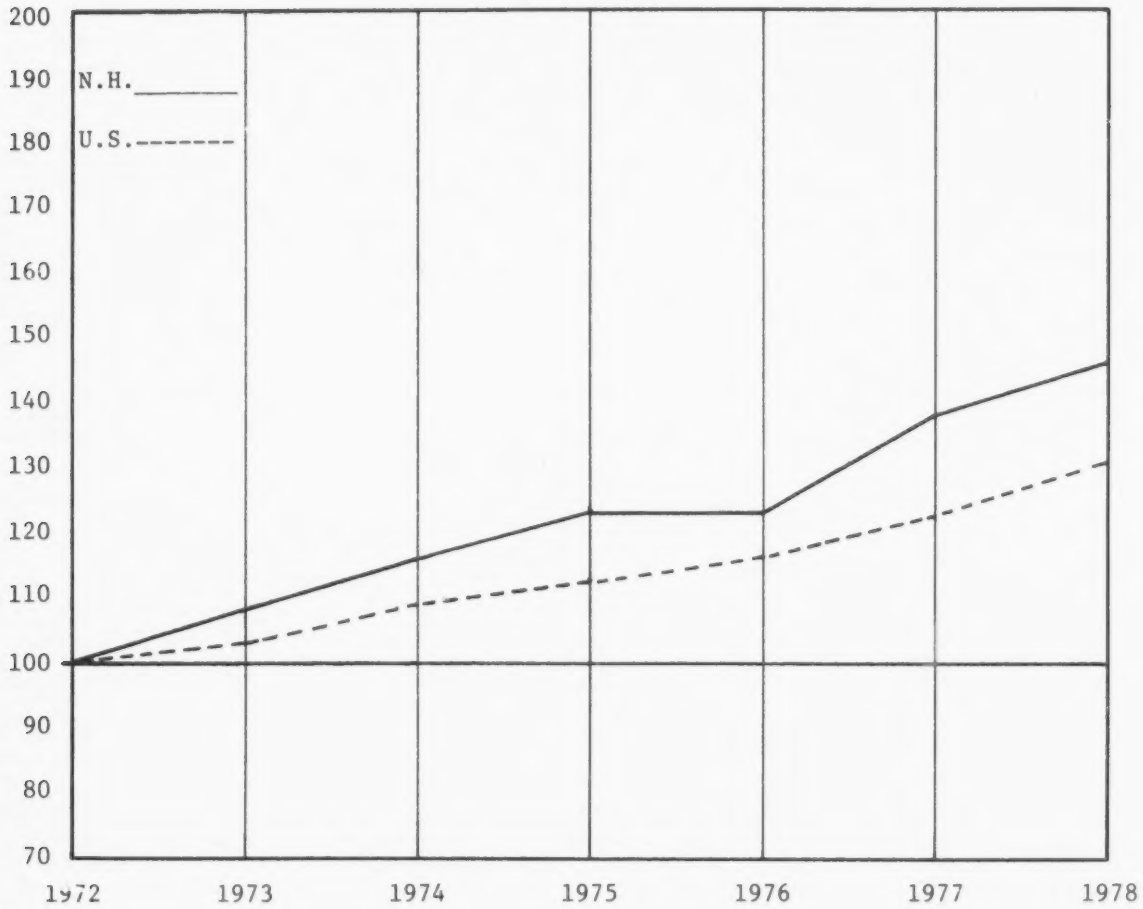
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.3	-	301.4	-
1973	1.4	7.7	311.5	3.4
1974	1.5	7.1	329.0	5.6
1975	1.6	6.7	339.4	3.2
1976	1.6	0	350.9	3.4
1977	1.8	12.5	369.3	5.2
1978*	1.9	5.6	392.8	6.4

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 64)



OCCUPATIONAL EMPLOYMENT

REAL ESTATE

(SIC 65)

The major group includes real estate operators, and owners and lessors of real property, as well as buyers, sellers, developers, agents and brokers.

In May 1978, there were approximately 146 establishments classified in this industry with 2,171 workers employed. The dominant occupational category was production with 27.1 percent of the total industry employment. The next two largest categories were clerical and sales with 19.6 and 18.2 percent of the total industry employment respectively. However, the predominant occupation which was managers and officers was outside of the above categories and accounted for 17.1 percent of the employment in this industry. Sales agents and maintenance repairers accounted for 11.3 and 8.7 percent of the total industry employment respectively.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	371
2	71008	Sales Agents, Sales Associates, and/or Sales Representatives, Real Estate	244
3	55B86	Maintenance Repairers	190
4	55T47	Gardeners and Groundskeepers	171
5	61368	Secretaries	113
6	61307	Bookkeepers, Hand	82
7	71006	Real Estate Brokers	73
8	61333	General Clerks, Office	53
9	25527	Appraisers, Real Estate	37
10	61360	Real Estate Clerks	33

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	52.7
2	55B86	Maintenance Repairers	25.3
3	61368	Secretaries	19.9
4	61307	Bookkeepers, Hand	17.8
5	61333	General Clerks, Office	13.7

STAFFING PATTERNS

REAL ESTATE

(SIC 65)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
TOTAL ALL OCCUPATIONS		2,171				100.0	
MANAGERS AND OFFICERS	10000	371	7	397	345	17.1	52.7
PROFESSIONAL OCCUPATIONS	20000	80				3.7	
Accountants and Auditors	25401	22	28	28	16	1.0	6.2
Appraisers, Real Estate	25527	37	35	50	24	1.7	4.8
All Other Professional Workers	29000	21	NA	-	-	1.0	NA
TECHNICAL OCCUPATIONS	30000	5				0.2	
SERVICE OCCUPATIONS	40000	307				14.1	
All Other Janitors, Porters and Cleaners	41900	186	NA	-	-	8.5	NA
All Other Guards, Watchmen, and Doorkeepers	42900	63	NA	-	-	2.9	NA
All Other Food Service Workers	43900	9	NA	-	-	0.4	NA
Supervisors, Nonworking-Service	44014	28	34	38	18	1.3	4.8
All Other Service Workers	49000	21	NA			1.0	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

REAL ESTATE

(SIC 65)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
PRODUCTION OCCUPATIONS	50000	589				27.1	
Maintenance Repairers	55B86	190	14	217	163	8.7	25.3
Painters, Maintenance	55C12	32	29	41	23	1.5	5.5
Gardeners and Groundskeepers	55T47	171	20	205	137	7.9	10.3
All Other Skilled Craft Workers	59001	46	NA	-	-	2.1	NA
All Other Operatives and Semiskilled Workers	59002	12	NA	-	-	0.6	NA
All Other Laborers and Unskilled Workers	59003	138	NA	-	-	6.3	NA
CLERICAL OCCUPATIONS	60000	425				19.6	
Accounting Clerks	61301	29	30	38	20	1.3	5.5
Bookkeepers, Hand	61307	82	13	93	71	3.8	17.8
General Clerks, Office	61333	53	19	63	43	2.5	13.7
Real Estate Clerks	61360	33	30	43	23	1.5	6.2
Secretaries	61368	113	15	130	96	5.2	19.9
All Other Office Clerical Workers	61900	109	NA	-	-	5.0	NA
All Other Plant Clerical Workers	62900	6	NA	-	-	0.3	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

REAL ESTATE

(SIC 65)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	70000	394				18.2	
Real Estate Brokers	71006	73	29	94	52	3.4	6.8
Sales Agents, Sales Associates and/or Sales Representatives, Real Estate	71008	244	23	300	188	11.3	12.3
All Other Sales Agents, Sales Associates, and/or Sales Representatives	71900	7	NA	-	-	0.3	NA
All Other Sales Workers	79000	70	NA	-	-	3.2	NA

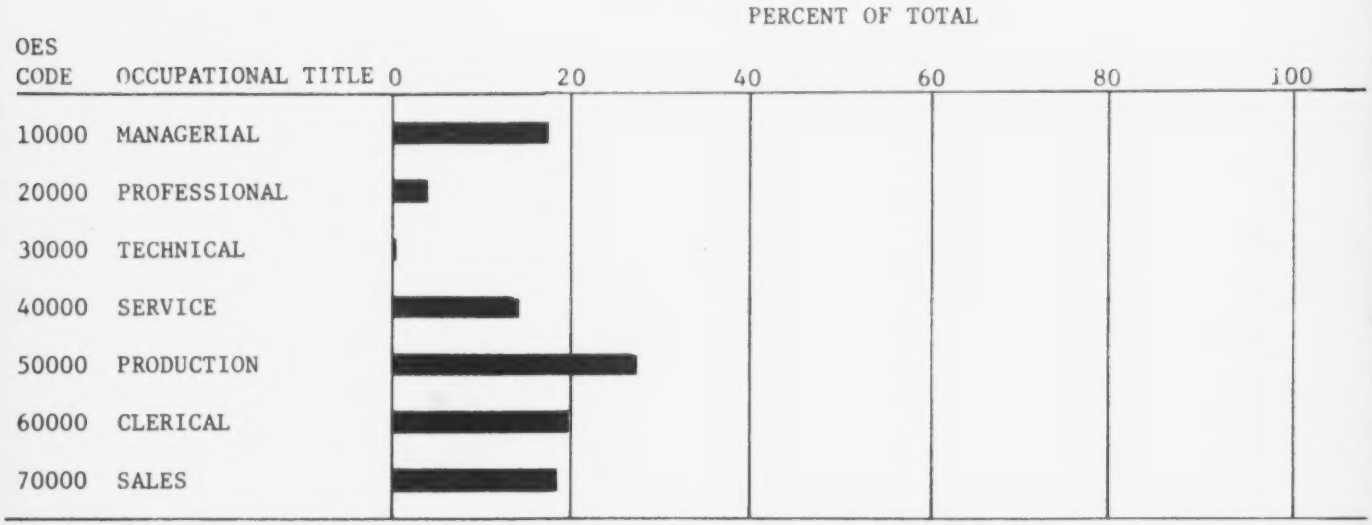
Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however added to the appropriate "all Other" or residual category.

Public Relations Practitioners
Surveyors
Maids
Guards and Doorkeepers
Food Service Workers
Truck Drivers
Carpenters
Helpers, Trades
Plumbers and/or Pipefitters
Stenographers
Sales Clerks
Cashiers
Payroll and/or Timekeeping Clerks
Receptionists
Switchboard Operators
Switchboard Operator-Receptionists
Typists
Loan Closers
Stock Clerks, Stockroom, Warehouse or Storage Yard
Business Brokers

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 65)



FINANCE, INSURANCE, AND REAL ESTATE

REAL ESTATE

(SIC 65)

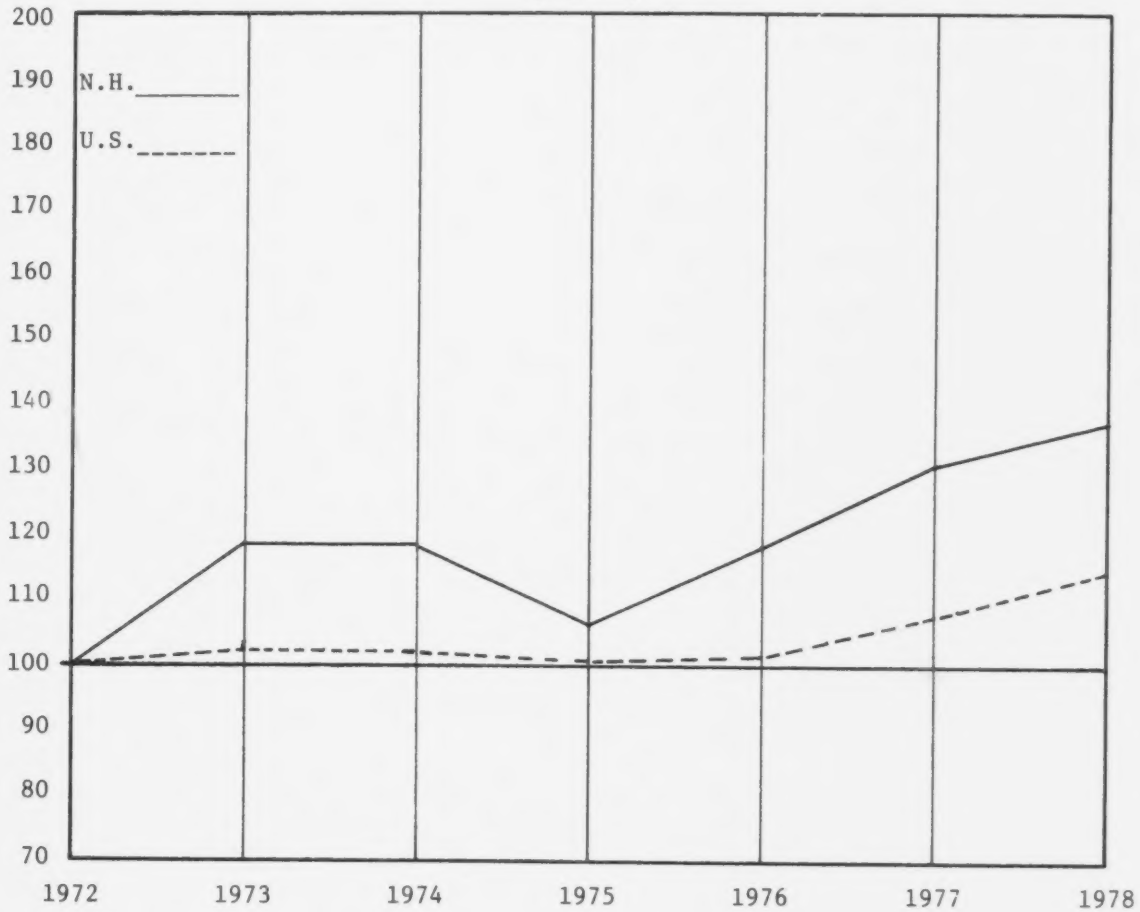
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.6	-	744.5	-
1973	1.9	18.8	766.0	2.9
1974	1.9	0	766.0	0
1975	1.7	-10.5	748.2	- 2.3
1976	1.9	11.8	765.4	2.3
1977	2.1	10.5	805.5	5.2
1978	2.2	4.8	855.0	6.1

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 65)



SERVICE INDUSTRIES
(SIC 70 - 89)
INDUSTRIES 799, 806 and 82 EXCLUDED

This division includes establishments primarily engaged in providing a wide variety of services for individuals, business and government establishments, and other organizations. Hotels and other lodging places; establishments providing personal, business, repair, and amusement services; health, legal, engineering, and other professional services; membership organizations, and other miscellaneous services, are included.

More than five out of every ten New Hampshire workers in the selected nomanufacturing division are employed in the service industries. Unlike employment in the construction division, service employment increased from 1973 to 1975 by 9.9 percent. During the period from 1972 to 1978 the services showed a steady increase in employment in both New Hampshire and the Nation. However, New Hampshire's growth rate (41.4) percent exceeds that of the Nation (32.0 percent) during this period.

The continued growth in the services is due to the expansion of many services such as health and computer programming. Also, occupations in the professional services, such as law and medicine and the nonprofessional services such as motels, hotels and other lodging places are less affected by the introduction of automated devices and fewer jobs are lost due to automation.

In the second quarter of 1978, there were approximately 5,432 establishments classified in this division with 38,312 workers employed. The service occupations was the dominant occupational category with 11,815 workers or 30.8 percent of the total industry employment. The next two largest categories were clerical and professional with 20.7 and 17.4 percent of the total industry employment respectively. However, the predominant occupation which was managers and officers was outside of the above categories and accounted for 9.6 percent of the employment in this industry. Within the service category, the dominant occupation was nurses aides and/or orderlies with 1,884 workers or 4.9 percent of the total industry employment.

THE FIFTEEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS APRIL-JUNE 1978

RANK	OES CODE	OCCUPATIONAL TITLE	ESTIMATED EMPLOYMENT	PERCENT OF TOTAL
1	10000	Managers and Officers	3,678	9.6
2	44025	Nurses Aides and/or Orderlies	1,884	4.9
3	61368	Secretaries	1,797	4.7
4	43009	Waiters/Waitresses	1,409	3.7
5	25457	Nurses, Professional	1,373	3.6
6	61333	General Clerks, Office	1,032	2.7
7	42000	Guards and Doorkeepers	857	2.2
8	41003	Maids	852	2.2
9	43007	Kitchen Helpers	743	2.0
10	44006	Cosmetologists and/or Hairstylists	691	1.8
11	43002	Bartenders	654	1.7
12	61314	Cashiers	630	1.6
13	25469	Physicians and/or Surgeons	617	1.6
14	61307	Bookkeepers, Hand	570	1.5
15	25401	Accountants and Auditors	570	1.5

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
TOTAL ALL OCCUPATIONS		38,312	100.0
MANAGERS AND OFFICERS	10000	3,678	9.6
PROFESSIONAL OCCUPATIONS	20000	6,646	17.4
Civil Engineers	21004	149	0.4
Electrical and Electronic Engineers	21005	69	0.2
Mechanical Engineers	21008	105	0.3
All Other Engineers	21900	38	0.1
All Other Mathematical Scientists	22199	8	*
All Other Physical Scientists	22299	22	0.1
Biological Scientists	22302	54	0.2
All Other Life Scientists	22399	6	*
Market Research Analysts	23003	11	*
Psychologists	23004	58	0.2
All Other Social Scientists	23900	9	*
Systems Analysts, Business	24001	50	0.1
Systems Analysts, Scientific and Technical	24002	43	0.1
Teachers, Preschool or Kindergarten	25101	184	0.5
Teachers and/or Instructors, Nonvocational Education	25106	24	0.1
Vocational and Educational Counselors	25107	25	0.1
All Other Teachers	25199	18	*
Photographers	25200	29	0.1
Photographers, Portrait and/or Commercial	25201	10	*
All Other Photographers	25299	2	*
Purchasing Agents and/or Buyers	25300	32	0.1
Accountants and Auditors	25401	563	1.5
Actors and or Actresses	25402	29	0.1
Architects	25405	51	0.2
Announcers, Radio and Television	25409	12	*
Directors, Camp	25416	15	*
Caseworkers	25418	281	0.7
Chiropractors	25419	14	*
Commercial Artists	25426	75	0.2
Cost Estimators, Engineering	25427	72	0.2
Dance Instructors	25430	58	0.2
Dentists	25433	237	0.6

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Dietitians and/or Nutritionists	25434	73	0.2
Writers and/or Editors	25436	35	0.1
Embalmers	25437	40	0.1
Employment Interviewers	25443	79	0.2
Law Clerks	25445	38	0.1
Lawyers	25446	354	0.9
Librarians, Professional	25448	21	0.1
Musicians, Instrumental	25456	89	0.2
Nurses, Professional	25457	1,373	3.6
Occupational Therapists	25458	54	0.2
Optometrists	25459	38	0.1
Paralegal Personnel	25462	118	0.3
Personnel and Labor Relations Specialists	25465	95	0.2
Pharmacists	25466	20	0.1
Physical Therapists	25468	77	0.2
Physicians and/or Surgeons	25469	617	1.6
Podiatrists	25470	11	*
Public - Relations Practitioners	25472	84	0.2
Title Examiners and/or Abstractors	25485	14	*
Umpires	25486	30	0.1
Designers	25489	35	0.1
Community Organization Workers	25501	85	0.2
All Other Therapists	25522	15	*
Tax Preparers	25534	41	0.1
Group Recreation Workers	25535	351	0.9
Manual - Arts, Music and/or Recreational Therapists	25537	38	0.1
Speech Pathologists and/or Audiologists	25538	38	0.1
All Other Professional Workers	29000	430	1.1
TECHNICAL OCCUPATIONS	30000	2,263	5.9
Computer Programmers, Business	31001	71	0.2
Computer Programmers, Scientific and Technical	31002	76	0.2
Drafters	32003	278	0.7
Electrical and Electronic Technicians	32004	163	0.4
Surveyors	32008	115	0.3
Civil Engineering - Technicians	32020	65	0.2

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
All Other Engineering Technicians	32900	55	0.2
Science Technicians	33000	51	0.2
Physical Science Technicians	33001	33	0.1
All Other Science Technicians	33900	2	*
Dental Assistants	34003	326	0.9
Licensed Practical Nurses	34013	371	0.9
Physicians Assistants	34016	47	0.1
Radiologic Technicians	34036	48	0.1
Dental Hygienists	35001	253	0.7
Medical Laboratory Technologists	35002	75	0.2
Cytotechnologists	35005	10	*
Medical Laboratory Technicians	35010	89	0.2
Dietetic Technicians	35014	23	0.1
Physical Therapy Assistants	35016	17	*
All Other Medical and Dental Technologists	39000	95	0.2
SERVICE OCCUPATIONS	40000	11,815	30.8
Janitors, Porters and Cleaners	41000	134	0.4
Cleaners, Heavy	41001	309	0.8
Cleaners, Light	41002	313	0.8
Maids	41003	852	2.2
Window Washers	41004	35	0.1
House Cleaners	41005	269	0.7
All Other Janitors, Porters and Cleaners	41900	610	1.6
Guards and Doorkeepers	42000	857	2.2
Bakers, Bread and/or Pastry	43001	43	0.1
Bartenders	43002	654	1.7
Dining Room Attendants, Bartender Helpers, or Cafeteria Attendants	43003	312	0.8
Hosts/Hostesses, Restaurant, Lounge or Coffee Shop	43006	103	0.3
Kitchen Helpers	43007	743	2.0
Waiters/Waitresses	43009	1,409	3.7
Counter Attendants, Lunchroom, Coffee Shop or Cafeteria	43010	50	0.1
Cooks, Short Order and/or Specialty Fast Foods	43011	98	0.3

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Cooks, Restaurant	43013	192	0.5
Food Preparation and Service Workers Fast Food Restaurant	43014	43	0.1
Pantry, Sandwich and/or Coffee Makers	43015	68	0.2
Cooks, Institution	43016	286	0.7
All Other Food Service Workers	43900	63	0.2
Child Care Attendants	44001	89	0.2
Barbers	44002	64	0.2
Bellhops, Baggage Porters, Doorkeepers, and/or Room Service attendants	44003	50	0.1
Cosmetologists and/or Hairstylists	44006	691	1.8
Supervisors, Nonworking - Service	44014	72	0.2
Funeral Attendants	44015	17	*
Housekeepers	44019	91	0.2
Masseurs and Masseuses	44024	13	*
Nurse Aides and/or Orderlies	44025	1,884	4.9
Psychiatric Aides	44028	13	*
Recreation Facility Attendants	44029	63	0.2
Game Operators, Ride Operators and Concession Workers	44031	19	*
Scalp Treatment Operators	44032	33	0.1
Ushers, Lobby Attendants, Ticket Takers and/or Drive-in Theater Attendants	44034	108	0.3
Instructors, Reducing	44040	129	0.4
Elevator Operators	44076	12	*
Child Care Workers	44077	324	0.8
Lifeguards	44078	58	0.2
Checkroom and Locker-room Attendants	44079	13	*
Social Service Aides	44080	133	0.4
Medical Assistants	44081	105	0.3
All Other Service Workers	49000	391	1.0
PRODUCTION OCCUPATIONS	50000	5,167	13.5
Mechanics, Automotive	51008	334	0.9
Body Repairers, Automotive	51012	213	0.6
Diesel Mechanics	51019	78	0.2
Electric Motor Repairers	51020	43	0.1
Laundry - Machine Mechanics	51039	18	*
Mechanics, Maintenance	51043	29	0.1

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Pinsetter Mechanics, Automatic	51044	10	*
Refrigeration Mechanics and/or Air Conditioning Mechanics	51052	19	*
Television Servicers and Repairers, Radio Repairers and/or Tape Recorder Repairers	51055	26	0.1
All Other Mechanics and Repairers	51900	34	0.1
Developers and/or Projection Printers	52002	23	0.1
Multiple - Photographic - Printer Operators	52005	12	*
Photo Checkers and Assemblers	52007	24	0.1
All Other Darkroom Workers	52900	6	*
Markers, Classifiers, Wet Wash Assemblers, Dispatchers, and/or Checkers	53001	84	0.2
Spotters, Dry Cleaning	53002	14	*
Washers, Machine and/or Starchers	53004	112	0.3
Tumbler Operators	53005	17	*
Dry-Cleaning Machine Operators	53006	43	0.1
Laundry Operators, Small Establishment	53011	50	0.1
Pressers, Machine	53015	105	0.3
Laundry Pressers, Machine	53016	239	0.6
Rug Cleaners, Hand	53021	10	*
Truck Drivers	54000	141	0.4
Boilermakers	55A24	11	*
Bus Drivers	55A36	22	0.1
Carpenters	55A47	85	0.2
Cleaners, Vehicle	55A61	109	0.3
Compositors and/or Typesetters	55A64	20	0.1
Delivery and/or Route Workers	55A87	194	0.5
Electricians	55B12	16	*
Filers, Grinders, Buffers, Chippers, Cleaners, and/or Polishers	55B19	21	0.1
Supervisors, Nonworking	55B29	107	0.3
Folders, Laundry	55B30	71	0.2
Inspectors	55B58	38	0.1
Machinists	55B84	29	0.1
Maintenance Repairers, General Utility	55B86	402	1.0
Helpers, Trade	55B87	82	0.2
Menders	55B96	30	0.1
Painters, Automotive	55C11	121	0.3
Painters, Maintenance	55C12	75	0.2
Parking-Lot Attendants	55C17	41	0.1

STAFFING PATTERNS

SERVICES

(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Plumbers and/or Pipefitters	55C30	65	0.2
Production Packagers, Hand or Machine	55C39	49	0.1
Motion Picture Projectionists	55C40	58	0.2
Dental-Laboratory Technicians	55C62	110	0.3
Sewing Machine Operators, Regular Equipment - Garment	55C76	22	0.1
Stationary Boiler Firers	55C90	12	*
Alteration Tailors	55D05	18	*
Animal Caretakers	55D14	45	0.1
Tire Fabricators and/or Repairers	55D22	77	0.2
Trailer and/or Van Rental Attendants	55D28	26	0.1
Welders and/or Flamecutters	55D46	52	0.1
Pin Chasers	55D64	10	*
Service Station Attendants, Fuel Pump Attendants and/or Lubricators	55D67	57	0.1
Opticians, Dispensing and/or Optical Mechanics	55D69	56	0.1
Furniture Upholsterers	55D87	35	0.1
Surveyor Helpers	55D88	141	0.4
Rental Car Deliverers	55S97	24	0.1
Gardeners and Groundskeepers	55T47	203	0.5
Chauffeurs	55T48	29	0.1
Bus Drivers, School	55V05	25	0.1
All Other Skilled Craft Workers	59C01	61	0.2
All Other Operatives and Semiskilled Workers	59002	485	1.3
All Other Laborers and Unskilled Workers	59003	349	0.9
CLERICAL OCCUPATIONS	60000	7,930	20.7
Bookkeeping and/or Billing Machine Operators	61103	59	0.2
Computer Operators	61105	118	0.3
Keypunch Operators	61107	370	1.0
All Other Office Machine Operators	61199	20	0.1
Stenographers	61200	35	0.1
Accounting Clerks	61301	268	0.7
Bookkeepers, Hand	61307	570	1.5
Call-Out Operators	61309	11	*

STAFFING PATTERNS

SERVICES

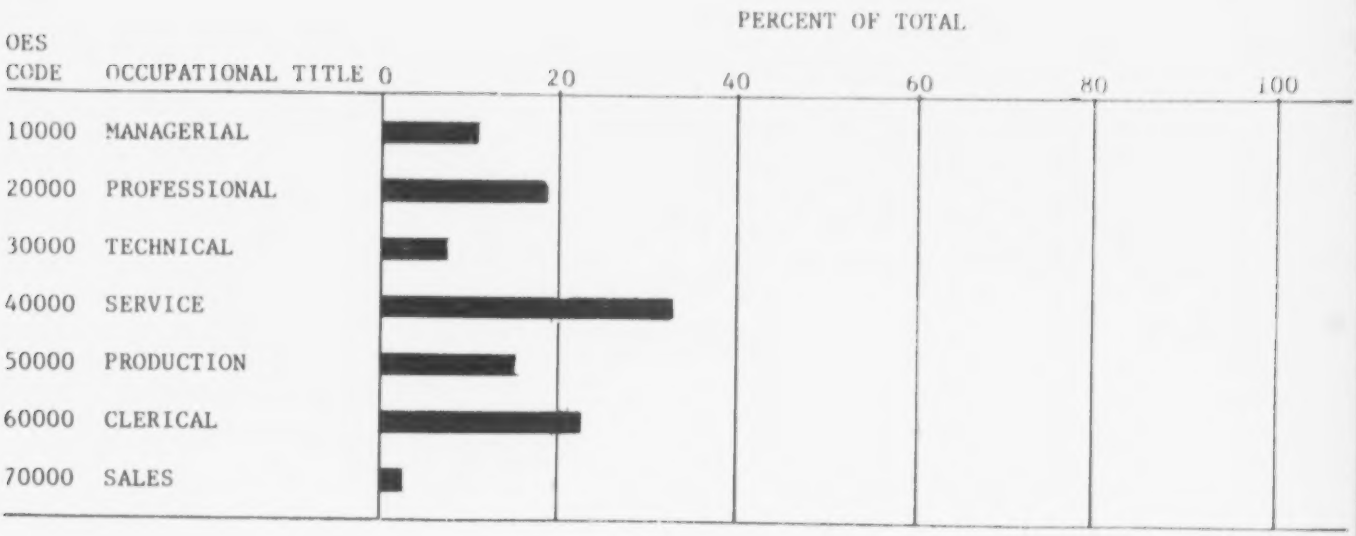
(SIC 70 - 79, 80 - 89)

INDUSTRIES 799, 806, and 82 EXCLUDED

OCCUPATIONAL TITLE	OES CODE	SECOND QUARTER 1978 ESTIMATED EMPLOYMENT	PERCENT DISTRIBUTION
Car Rental Clerks	61312	15	*
Cashiers	61314	630	1.6
Collectors	61319	45	0.1
Counter Clerks	61324	187	0.5
Desk Clerks, Bowling Floor	61325	53	0.1
Credit Reporters	61327	12	*
File Clerks	61330	143	0.4
General Clerks, Office	61333	1,032	2.7
Desk Clerks	61335	212	0.6
In - File Operators	61336	33	0.1
Insurance Clerks, Medical	61348	55	0.2
Payroll and/or Timekeeping Clerks	61351	78	0.2
Personnel Clerks	61352	28	0.1
Receptionists	61361	539	1.4
Secretaries	61368	1,797	4.7
Survey Workers	61375	96	0.3
Switchboard Operators	61376	161	0.4
Switchboard Operator - Receptionists	61377	192	0.5
Messengers	61380	10	*
Travel Counselors, Auto Club	61390	13	*
Typists	61392	450	1.2
Clerical Supervisors, Office or Plant	61396	125	0.3
Teacher Aides and/or Educational Assistants	61410	114	0.3
All Other Office Clerical Workers	61900	278	0.7
Production Clerks and/or Coordinators	62003	26	0.1
Shipping Packers	62004	19	*
Shipping and/or Receiving Clerks	62005	49	0.1
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	67	0.2
Dispatchers, Vehicle, Service or Work	62018	13	*
All Other Plant Clerical Workers	62900	7	*
SALES OCCUPATIONS	70000	813	2.1
Sales Representatives	71000	466	1.2
All Other Sales Agents, Sales Associates and/or Sales Representatives	71900	67	0.2
Sales Clerks	72002	270	0.7
Vendors	72006	10	*

* Less than 0.05 percent

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS



SERVICES

(SIC 70-79, 80-89)

SIC 799, 806, and 82 EXCLUDED

ANNUAL AVERAGE EMPLOYMENT (IN THOUSANDS)

1972-1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	39.1	-	10,693.7	-
1973	42.5	8.7	11,234.1	5.1
1974	44.3	4.2	11,773.9	4.8
1975	46.7	5.4	12,176.6	3.4
1976	48.9	4.7	12,772.3	4.9
1977	51.9	6.1	13,428.5	5.1
1978*	55.3	6.6	14,115.2	5.1

* 1978 Employment based on preliminary data.

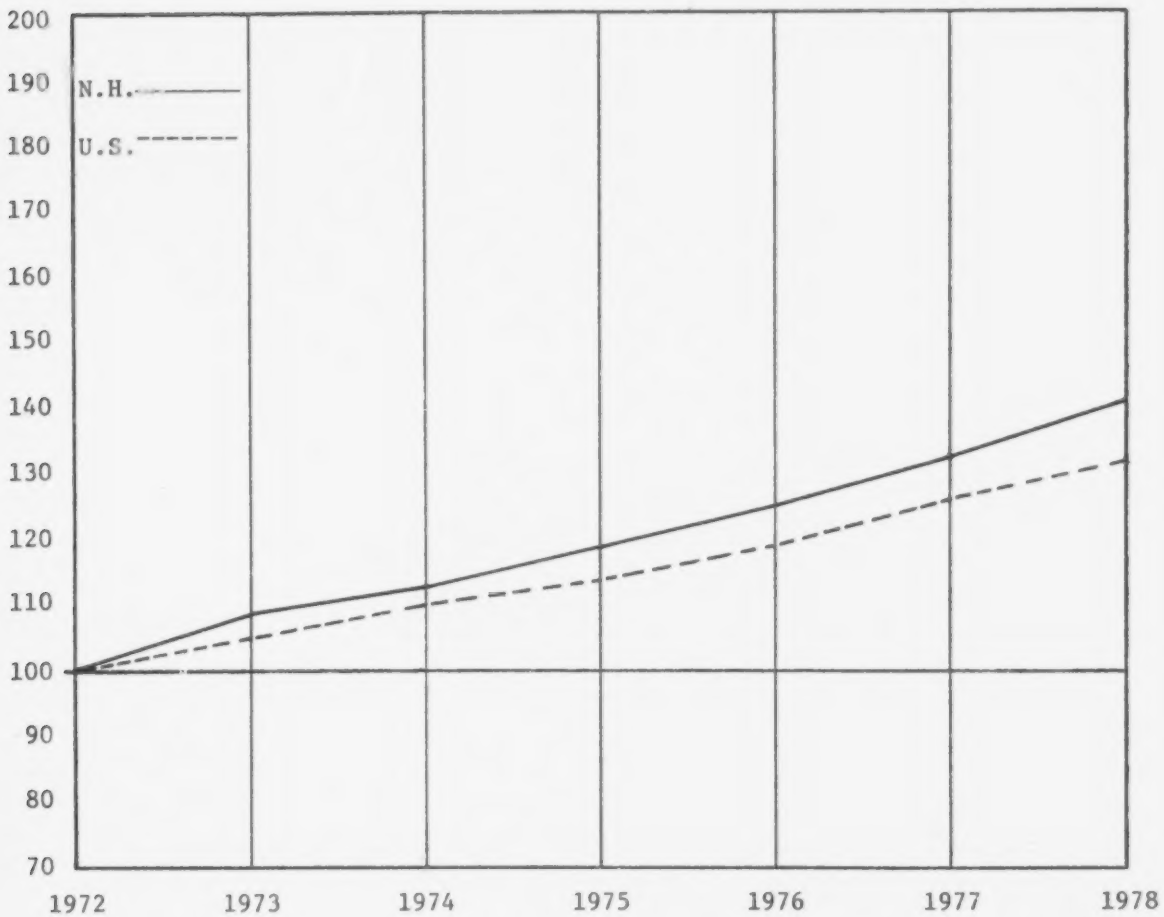
INDEXES OF EMPLOYMENT

NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978

1972 = 100

(SIC 70-79, 80-89)

INDUSTRIES 799, 806 and 82 EXCLUDED



OCCUPATIONAL EMPLOYMENT
HOTELS, ROOMING HOUSES, CAMPS AND OTHER LODGING PLACES
(SIC 70)

This major group includes commercial and institutional establishments engaged in furnishing lodging, or lodging and meals, and camping space and facilities on a fee basis. Examples of these are hotels, motels,rooming and boarding houses, trailer parks, and camps.

The largest occupational group in this industry was in services which accounted for 3,476 workers or 65.9 percent of the total industry employment in 1978. The three most frequently occurring occupations within this group were waiters and/or waitresses, maids and kitchen helpers respectively. These three occupations accounted for 59.9 percent of the total employment for this group. The second largest occupational category was clerical workers with 702 workers or 13.3 percent of the total industry employment. Within this group, desk clerks accounted for 30.2 percent of the total employment for this group. In the production category, the dominant occupation was gardener and/or groundskeeper with 115 or 26.0 percent of the 442 employees in this group.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	43009	Waiters/Waitresses	1,131
2	41003	Maids	586
3	10000	Managers and Officers	367
4	43007	Kitchen Helpers	366
5	43003	Dining Room Attendants	228
6	61335	Desk Clerks	212
7	43002	Bartenders	191
8	43013	Cooks, Restaurant	190
9	41005	House Cleaners	116
10	55T47	Gardeners/Groundskeepers	115

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	63
2	41003	Maids	59
3	43007	Kitchen Helpers	42
4	43013	Cooks, Restaurant	40
5	43009	Waiters/Waitresses	38

STAFFING PATTERNS

HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

(SIC 70)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		5,272				100.0	
MANAGERS AND OFFICERS	10000	367	9	400	334	7.0	62.6
PROFESSIONAL OCCUPATIONS	20000	177				3.3	
Purchasing Agents/Buyers	25300	11	19	13	9	0.2	6.1
Accountants/Auditors	25401	26	33	35	17	0.5	5.1
Musicians, Instrumental	25456	39	28	50	28	0.7	6.1
Public Relations-Practitioners	25472	12	32	16	8	0.2	2.0
Group Recreation Workers	25535	42	24	52	32	0.8	8.1
All Other Professional Workers	29000	47	N.A.	-	-	0.9	N.A.
TECHNICAL OCCUPATIONS	30000	4				0.1	
SERVICE OCCUPATIONS	40000	3,476				65.9	
Maids	41003	586	8	633	539	11.1	58.6
House Cleaners	41005	116	11	129	103	2.2	18.2
All Other Janitors, Porters, and Cleaners	41900	30	N.A.	-	-	0.6	N.A.
Guards and Doorkeepers	42000	33	17	39	27	0.6	8.1
Bakers, Bread/Pastry	43001	43	14	49	37	0.8	10.1
Bartenders	43002	191	8	206	176	3.6	31.3
Dining Room Attendents	43003	228	11	253	203	4.3	23.2
Hosts/Hostesses, Restaurant	43006	103	13	116	90	2.0	25.3
Kitchen Helpers	43007	366	8	395	337	6.9	42.4

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

(SIC 70)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Waiters/Waitresses	43009	1,131	7	1,210	1,052	21.5	38.4
Cooks, Short Order	43011	86	18	101	71	1.6	19.2
Cooks, Restaurant	43013	190	8	205	175	3.6	40.4
Pantry, Sandwich/Coffee Makers	43015	65	14	74	56	1.2	10.1
All Other Food Service Workers	43900	78	N.A.	-	-	1.5	N.A.
Bell Hops, Porters and Doorkeepers	44003	50	22	61	39	1.0	5.1
Supervisors, Nonworking-Service Only	44014	31	26	39	23	0.6	4.0
Housekeepers	44019	35	12	39	31	0.7	24.2
Elevator Operators	44076	12	29	15	9	0.2	2.0
Lifeguards	44078	58	31	76	40	1.1	6.1
All Other Service Workers	49000	44	N.A.	-	-	0.8	N.A.
PRODUCTION OCCUPATIONS	50000	442				8.4	
All Other Mechanics, and Repairers	51900	8	N.A.	-	-	0.2	N.A.
Washers, Machine/Starcher	53004	27	27	34	20	0.5	5.1
Laundry Operators, Small Establishments	53011	39	25	49	29	0.7	13.1
Carpenters	55A47	22	17	26	18	0.4	8.1
Maintenance Repairers	55B86	90	12	101	79	1.7	33.3
Painters, Maintenance	55C12	17	25	21	13	0.3	3.0
Gardeners/Groundskeepers	55T47	115	14	131	99	2.2	14.1
All Other Skilled Craft Workers	59001	30	N.A.	-	-	0.6	N.A.
All Other Operatives and Semiskilled Workers	59002	48	N.A.	-	-	0.9	N.A.
All Other Laborers and Unskilled Workers	59003	46	N.A.	-	-	0.9	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

(SIC 70)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	702				13.3	
All Other Office Machine Operators	61199	12	N.A.	-	-	0.2	N.A.
Accounting, Clerks	61301	65	29	84	46	1.2	13.1
Bookkeepers, Hand	61307	44	11	49	39	0.8	18.2
Cashiers	61314	57	12	64	50	1.1	13.1
Desk Clerks	61335	212	11	235	189	4.1	37.4
Payroll/Timekeeping Clerks	61351	14	16	16	12	0.3	8.1
Personnel Clerks	61352	12	30	16	8	0.2	3.0
Receptionists	61361	17	23	21	13	0.3	5.1
Secretaries	61368	70	21	85	55	1.3	19.2
Switchboard Operators	61376	37	21	45	29	0.7	5.1
Typists	61392	16	35	22	10	0.3	3.0
Clerical Supervisors	61396	16	16	19	13	0.3	4.0
All Other Office Clerical Workers	61900	105	N.A.	-	-	2.0	N.A.
Shipping/Receiving Clerks	62005	10	32	13	7	0.2	2.0
Stock Clerks, Stockroom	62008	15	21	18	12	0.3	3.0
SALES OCCUPATIONS	70000	104				2.0	
Sales Representatives	71000	46	30	60	32	0.9	4.0
Sales Clerks	72002	58	31	76	40	1.1	4.0

See page 167 for explanation of footnotes.

STAFFING PATTERNS

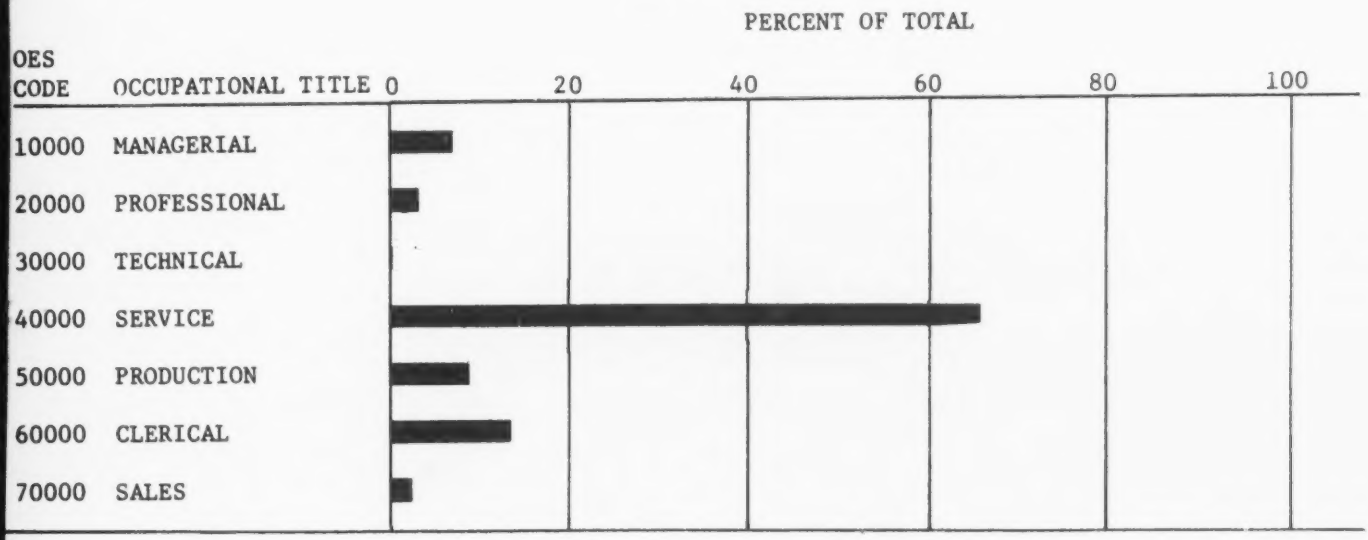
HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

(SIC 70)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Nurses, Professional
Personnel/Labor Relations Specialists
Computer Programmers
Engineering Technicians
Butchers/Meat Cutters
Counter Attendants, Lunchroom
Food Preparation and Service Workers, Fast Food Restaurant
Recreation Facility Attendants
Mechanics, Automotive
Mechanics, Maintenance
Markers, Classifiers, Wet Wash Assemblers, Detachers/Checkers
Laundry Pressers, Machine
Truck Drivers
Bus Drivers
Delivery/Route Workers
Electricians
Helpers, Trades
Parking-Lot Attendants
Plumbers/Pipefitters
Stationary Boiler Firers
Chauffeurs
Computer Operators
Keypunch Operators
Stenographers
General Clerks, Office

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 70)



SERVICES

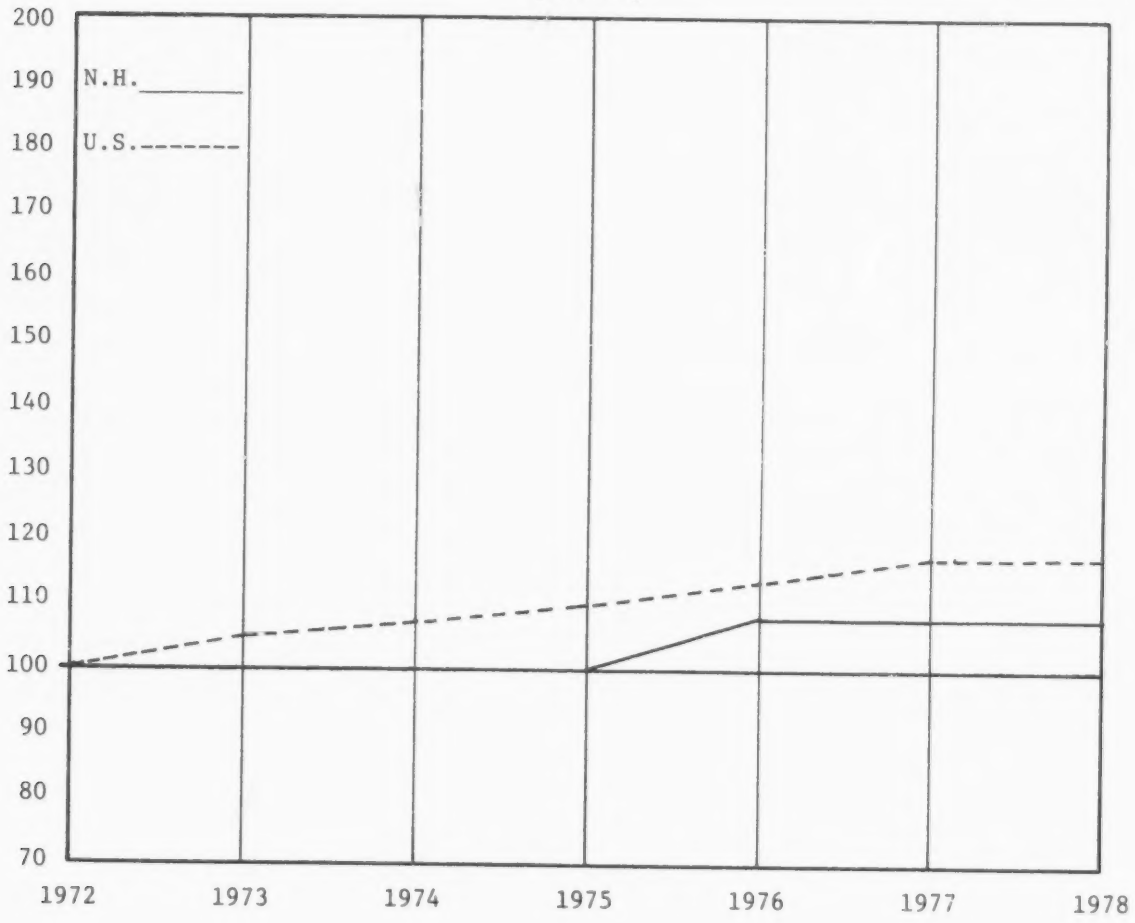
HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES

(SIC 70)

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	5.9	-	813.1	-
1973	5.9	0	854.2	5.1
1974	5.9	0	877.7	2.8
1975	5.9	0	898.4	2.4
1976	6.4	8.5	929.4	3.5
1977	6.4	0	953.2	2.6
1978*	6.4	0	954.6	0.1

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 70)



OCCUPATIONAL EMPLOYMENT
PERSONAL SERVICES
(SIC 72)

The Personal Services Industry includes establishments primarily engaged in providing services generally involving the care of the person or his apparel, such as laundries, cleaning and dyeing plants, photographic studios, barber and beauty shops, and cleaning and pressing shops.

Two thirds of the workers in this industry are employed in the service and production occupations. In the service industry 691 of the 1,039 workers were cosmetologists. This occupation accounted for 22.4 percent of total industry employment. In the production category the significant occupations were laundry and dry cleaning machine pressers and delivery-men and routemen. These jobs employed 416 of the 1,006 workers in this category.

The next largest group, the clerical occupation employed 17.5 percent of the total industry employment in 1978.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	44006	Cosmetologists and/or Hairstylists	691
2	10000	Managers and Officers	358
3	61324	Counter Clerks	187
4	53016	Laundry Pressers, Machine	183
5	44040	Instructors, Reducing	129
6	55A87	Delivery and/or Route Workers	128
7	53015	Pressers, Machine	105
8	61333	General Clerks, Office	78
9	53001	Assemblers, Detachers/Checkers	77
10	55B30	Folders, Laundry	71

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	49
2	44006	Cosmetologists/Hairstylists	31
3	61324	Counter Clerks	19
4	53015	Pressers, Machine	16
5	61333	General Clerks, Office	14

STAFFING PATTERNS

PERSONAL SERVICES

(SIC 72)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,080				100.0	
MANAGERS AND OFFICERS	10000	358	4	372	344	11.6	48.6
PROFESSIONAL OCCUPATIONS	20000	90				2.9	
Photographers, Portrait/Commercial	25201	10	28	13	7	0.3	1.9
All Other Photographers	25299	2	N.A.	-	-	0.1	N.A.
Accountants/Auditors	25401	31	16	36	26	1.0	7.5
Embalmers	25437	40	16	46	34	1.3	5.7
All Other Professional Workers	29000	7	N.A.	-	-	0.2	N.A.
SERVICE OCCUPATIONS	40000	1,039				33.7	
Maids	41003	39	23	48	30	1.3	5.7
All Other Janitors, Porters and Cleaners	41900	40	N.A.	-	-	1.3	N.A.
Barbers	44002	64	18	76	52	2.1	4.2
Cosmetologists/Hairstylists	44006	691	3	712	670	22.4	30.7
Funeral Attendants	44015	17	37	23	11	0.5	1.9
All Other Service Workers	49000	59	N.A.	-	-	1.9	N.A.
PRODUCTION OCCUPATIONS	50000	1,006				32.7	
Mechanics, Automotive	51008	10	18	12	8	0.3	2.8
Laundry-Machine Mechanics	51039	18	5	19	17	0.6	3.8
Markers, Classifiers, Wet Wash Assemblers, Detachers/Checkers	53001	77	8	83	71	2.5	5.7

See page 167 for explanation of footnotes.

STAFFING PATTERNS

PERSONAL SERVICES

(SIC 72)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Spotters, Dry Cleaning	53002	14	17	16	12	0.5	0.5
Washers, Machine/Starcher	53004	33	9	36	30	1.1	5.2
Tumbler Operators	53005	17	9	19	15	0.6	4.2
Dry-Cleaning-Machine Operators	53006	43	9	47	39	1.4	11.3
Laundry Operators, Small Establishments	53011	10	39	14	6	0.3	1.9
Pressers, Machine	53015	105	8	113	97	3.4	16.0
Laundry Pressers, Machine	53016	183	10	201	165	5.9	8.5
Rug Cleaners, Hand	53021	10	30	13	7	0.3	1.9
Delivery/Route Workers	55A87	128	6	136	120	4.1	11.3
Supervisors, Nonworking	55B29	11	18	13	9	0.4	2.4
Folders, Laundry	55B30	71	8	77	65	2.3	6.6
Inspectors	55B58	31	13	35	27	1.0	5.7
Menders	55B96	30	15	35	25	1.0	5.7
Production Packagers	55C39	49	10	54	44	1.6	5.7
Alteration Tailors	55D05	18	17	21	15	0.6	4.7
Chauffeurs	55T48	24	38	33	15	0.8	2.4
All Other Skilled Craft Workers	59001	10	N.A.	-	-	0.3	N.A.
All Other Operatives and Semiskilled Workers	59002	72	N.A.	-	-	2.3	N.A.
All Other Laborers and Unskilled Workers	59003	42	N.A.	-	-	1.4	N.A.
CLERICAL OCCUPATIONS	60000	539				17.5	
Cashiers	61314	22	18	26	18	0.7	4.7
Counter Clerks	61324	187	8	202	172	6.1	18.9
General Clerks, Office	61333	78	8	84	72	2.5	13.7

See page 167 for explanation of footnotes.

STAFFING PATTERNS

PERSONAL SERVICES

(SIC 72)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Payroll/Timekeeping Clerks	61351	15	13	17	13	0.5	4.7
Receptionists	61361	40	16	46	34	1.3	8.0
Secretaries	61368	17	19	20	14	0.5	4.2
All Other Office Clerical Workers	61900	126	N.A.	-	-	4.1	N.A.
Production Clerks/Coordinators	62003	11	15	13	9	0.4	3.3
Shipping Packers	62004	19	18	22	16	0.6	1.9
Stock Clerks, Stockroom	62008	18	18	21	15	0.6	3.3
All Other Plant Clerical Workers	62900	6	N.A.	-	-	0.2	N.A.
SALES OCCUPATIONS	70000	48				1.6	
Sales Representatives	71000	39	21	47	31	1.3	4.2
All Other Sales Workers	79000	9	N.A.	-	-	0.3	N.A.

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Systems Analyst, EDP
Photographers, Scientific/Aerial
Tax Preparers
Supervisors, Nonworking-Service Only
Shampooers
Morturary Beauticians
Developers/Projection Printers
Negative Cutters/Spotters
Multiple-Photographic-Printer Operators
Print Developers, Machine
Photo Checkers and Assemblers
Spotters,-Washable Materials
Pressers, Hand
Rug Cleaners, Machine

See page 167 for explanation of footnotes.

STAFFING PATTERNS

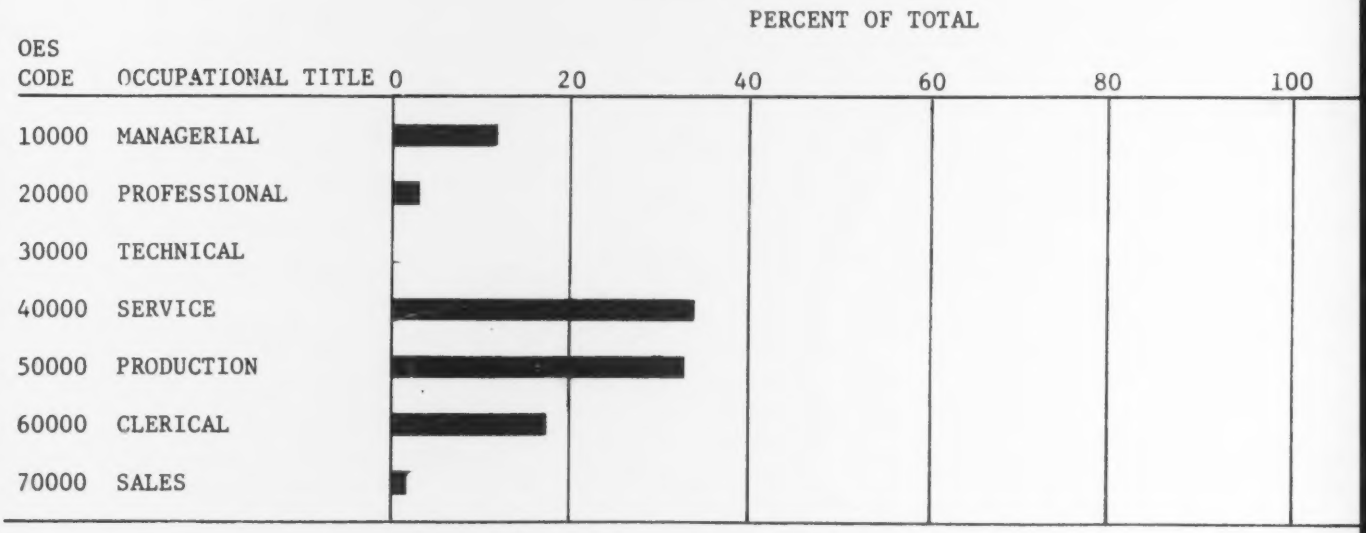
PERSONAL SERVICES

(SIC 72)

Maintenance Repairers
Photograph Retouchers, Airbrush Artists/ Photographic Colorists
Gardeners/Groundskeepers
Ambulance Drivers/Attendants
Accounting Clerks
Bookkeepers, Hand
Order Clerks
Switchboard Operator-Receptionists
Scalp Treatment Operators
Sewing Machine Operators, Regular Garment
Masseurs or Masseuses
Dispatchers, Vehicle, Service or Work

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 72)



SERVICES

PERSONAL SERVICES

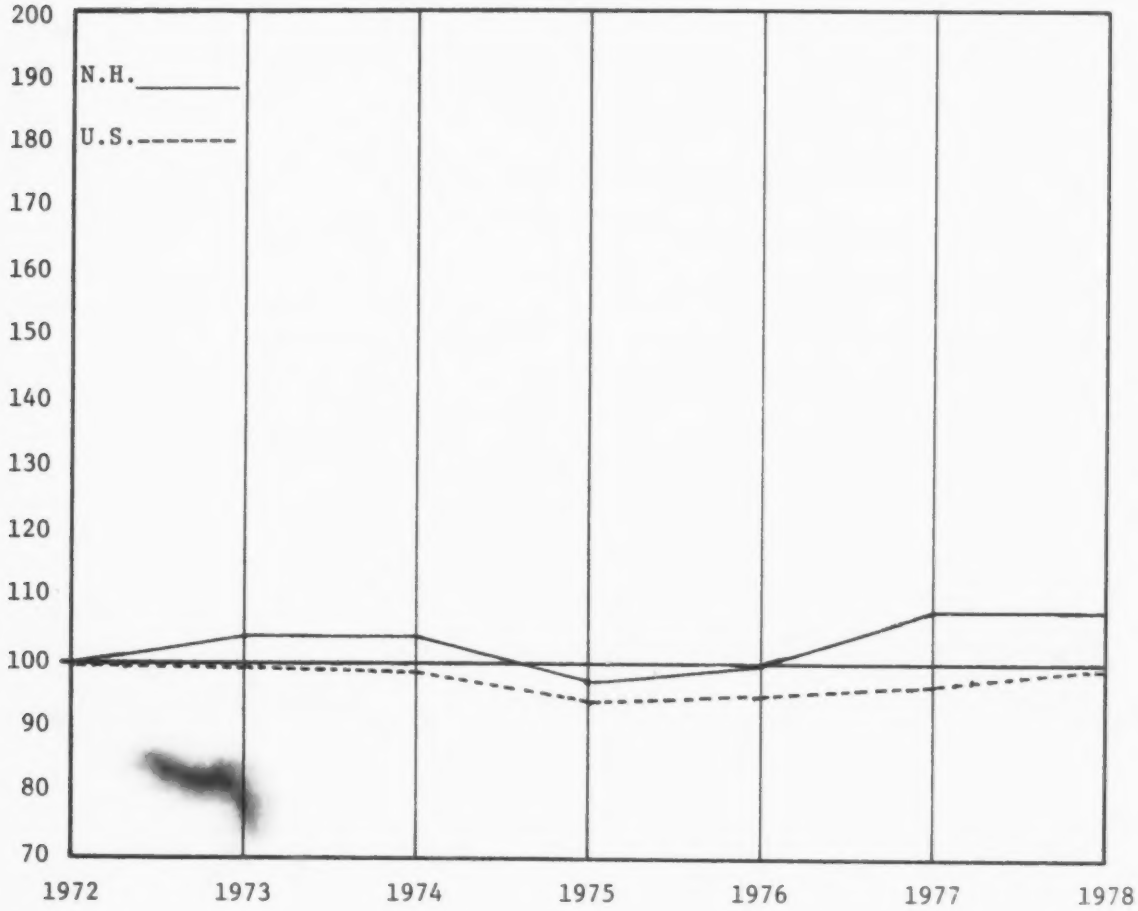
(SIC 72)

ANNUAL AVERAGE EMPLOYMENT (in thousands)

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	2.9	-	912.4	-
1973	3.0	3.4	906.4	- 0.7
1974	3.0	0	888.3	- 2.0
1975	2.8	- 6.7	860.9	- 3.1
1976	2.9	3.6	870.5	1.1
1977	3.1	6.9	885.9	1.8
1978*	3.1	0	897.0	1.3

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 72)



OCCUPATIONAL EMPLOYMENT

BUSINESS SERVICES

(SIC 73)

This industry includes establishments primarily engaged in rendering services to business establishments on a fee or contract basis, such as advertising, mailing services, building maintenance services, employment services, management and consulting services, protective services, equipment rental and leasing (except finance leasing), commercial research, development and testing, photofinishing, and personnel supply services.

Employment in this industry was concentrated in the service and clerical occupations. In the service category, 660 workers or 40.6 percent of the total employment in this group were employed as guards and doorkeepers. Heavy cleaners and light cleaners accounted for another 622 workers or 38.2 percent of the total employment for this group. The significant occupations in the clerical category were keypunch operators, secretaries and general clerks. These three occupations together accounted for 43.5 percent of the total employment for this group. The next largest occupational group was production with 639 employees or 10.6 percent of the total employment for the group. Employment within this group was concentrated in the semiskilled occupations.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	42000	Guards and Doorkeepers	660
2	10000	Managers and Officers	585
3	61107	Keypunch Operators	352
4	41002	Cleaners, Light	313
5	41001	Cleaners, Heavy	309
6	71000	Sales Representatives	234
7	61368	Secretaries	229
8	61333	General Clerks, Office	224
9	61392	Typists	208
10	61376	Switchboard Operators	98

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	48
2	61368	Secretaries	20
3	61333	General Clerks, Office	16
4	41001	Cleaners, Heavy	10
5	61307	Bookkeepers, Hand	9

STAFFING PATTERNS

BUSINESS SERVICES

(SIC 73)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SERVICE OCCUPATIONS	40000	1,627				27.1	
Cleaners,Heavy	41001	309	16	358	260	5.2	9.7
Cleaners,Light	41002	313	21	379	247	5.2	6.2
Maids	41003	41	22	50	32	0.7	3.8
Window Washers	41004	35	35	47	23	0.6	2.1
All Other Janitors, Porters and Cleaners	41900	168	N.A.	-	-	2.8	N.A.
Guards and Doorkeepers	42000	660	18	779	541	11.0	6.2
Supervisors, Nonworking-Service Only	44014	21	26	26	16	0.3	2.8
All Other Service Workers	49000	80	N.A.	-	-	1.3	N.A.
PRODUCTION OCCUPATIONS	50000	639				10.6	
All Other Mechanics and Repairers	51900	10	N.A.	-	-	0.2	N.A.
Developers and/or Projection Printers	52002	20	30	26	14	0.3	2.1
All Other Dark Room Workers	52900	29	N.A.	-	-	0.5	N.A.
Truck Drivers	54000	43	30	56	30	0.7	2.4
Compositors and/or Typesetters	55A64	20	4	21	19	0.3	0.7
Delivery and/or Route Workers	55A87	48	28	61	35	0.8	2.8
Supervisors,Nonworking	55B29	23	21	28	18	0.4	2.8
Plumbers and/or Pipefitters	55C30	22	24	27	17	0.4	2.4
All Other Bindery Workers	55T84	6	N.A.	-	-	0.1	N.A.
All Other Skilled Craft Workers	59001	20	N.A.	-	-	0.3	N.A.
All Other Operatives and Semiskilled Workers	59002	271	N.A.	-	-	4.5	N.A.
All Other Laborers and Unskilled Workers	59003	127	N.A.	-	-	2.1	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUSINESS SERVICES

(SIC 73)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		6,000				100.0	
MANAGERS AND OFFICERS	10000	585	6	620	550	9.8	48.4
PROFESSIONAL OCCUPATIONS	20000	591				9.9	
All Other Engineers	21900	56	N.A.	-	-	0.9	N.A.
All Other Mathematical Scientists	22199	2	N.A.	-	-	0.1	N.A.
All Other Physical Scientists	22299	18	N.A.	-	-	0.3	N.A.
All Other Life Scientists	22399	54	N.A.	-	-	0.9	N.A.
Market-Research Analysts	23003	11	32	15	7	0.2	1.4
All Other Social Scientists	23900	5	N.A.	-	-	0.1	N.A.
Systems Analysts, Business	24001	50	23	62	38	0.8	4.2
Systems Analysts, Scientific and Technical	24002	43	34	58	28	0.7	2.8
Photographers	25200	29	33	39	19	0.5	3.1
Accountants and/or Auditors	25401	45	21	54	36	0.8	6.2
Commercial Artists	25426	75	14	86	64	1.3	4.5
Writers and/or Editors	25436	29	19	35	23	0.5	4.5
Public-Relations Practitioners	25472	28	24	35	21	0.5	2.4
All Other Professional Workers	29000	146	N.A.	-	-	2.4	N.A.
TECHNICAL OCCUPATIONS	30000	324				5.4	
Computer Programmers, Business	31001	65	21	79	51	1.1	4.8
All Other Engineering Technicians	32900	179	N.A.	-	-	3.0	N.A.
All Other Science Technicians	33900	51	N.A.	-	-	0.8	N.A.
All Other Technicians	39000	29	N.A.	-	-	0.5	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUSINESS SERVICES

(SIC 73)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
CLERICAL OCCUPATIONS	60000	1,850				30.8	
Computer Operators	61105	73	33	97	49	1.2	3.5
Keypunch Operators	61107	352	24	436	268	5.9	5.5
All Other Office Machine Operators	61199	24	N.A.	-	-	0.4	N.A.
Stenographers	61200	15	29	19	11	0.2	0.7
Accounting Clerks	61301	53	16	61	45	0.9	6.2
Bookkeepers,Hand	61307	58	13	66	52	1.0	9.0
Call-Out Operators	61309	11	25	14	8	0.2	1.0
File Clerks	61330	60	26	76	44	1.0	4.2
General Clerks, Office	61333	224	13	253	195	3.7	15.9
In-File Operators	61336	33	26	42	24	0.5	1.0
Payroll and/or Timekeeping Clerks	61351	23	22	28	18	0.4	3.1
Receptionists	61361	31	21	38	24	0.5	5.9
Secretaries	61368	229	16	266	192	3.8	20.1
Switchboard Operators	61376	98	28	125	71	1.6	2.8
Switchboard Operator-Receptionists	61377	33	23	41	25	0.5	3.8
Typists	61392	208	11	231	185	3.5	8.3
Clerical Supervisors, Office or Plant	61396	47	19	56	38	0.8	5.9
All Other Office Clericals	61900	224	34	300	148	3.7	1.7
Production Clerks and/or Coordinators	62003	15	35	20	10	0.3	1.4
Shipping and/or Receiving Clerks	62005	25	22	31	19	0.4	2.8
Stock Clerks, Stockroom, Warehouse or Storage Yard	62008	10	25	13	7	0.2	2.1
All Other Plant Clerical Workers	62900	4	N.A.	-	-	0.1	N.A.
SALES OCCUPATIONS	70000	384				6.4	
Sales Representatives	71000	234	17	274	194	3.9	13.1
All Other Sales Workers	79000	150	N.A.	-	-	2.5	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

BUSINESS SERVICES

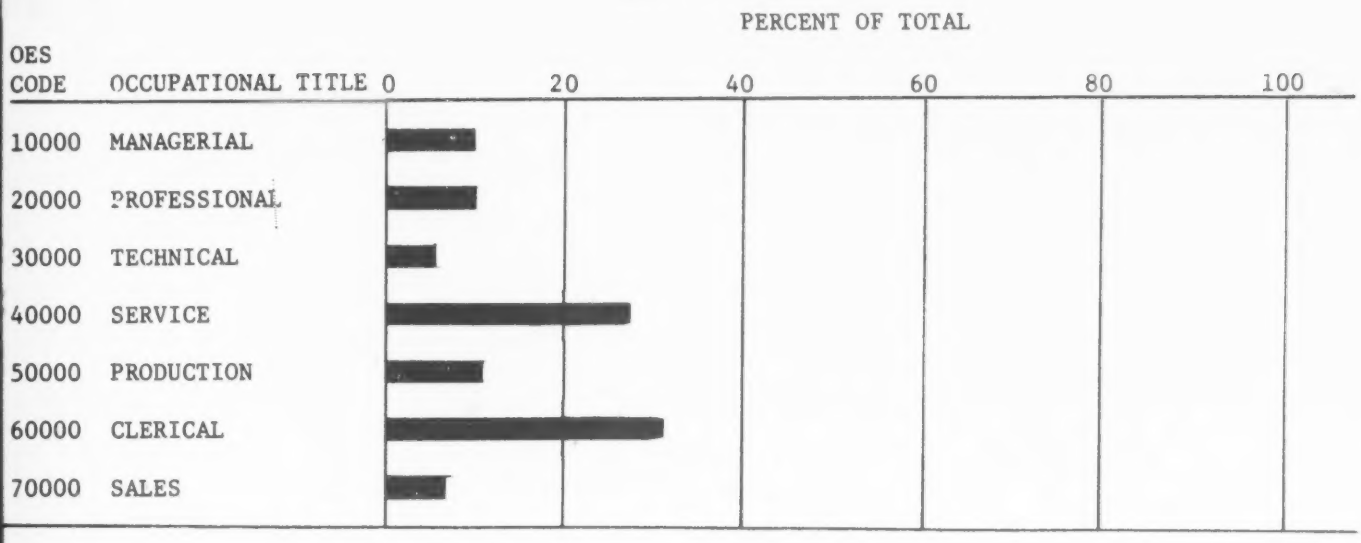
(SIC 73)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 35 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Civil Engineers
Electrical and Electronic Engineers
Industrial Engineers
Mechanical Engineers
Statisticians
Chemists
Geologists and Geophysicists
Oceanographers
Biological Scientists
Urban and Regional Planners
Purchasing Agents and/or Buyers
Appraisers
Media Buyers
Employment Interviewers
Media Analysts
Reporters and Correspondents
Designers
Computer Programmers, Scientific and Technical
Drafters
Electrical and Electronic Technicians
Mechanical Engineering Technicians
Science Technicians
House Cleaners
Detectives
Protective-Signal Operators
Diesel Mechanics
Electrical Instrument Repairers
Negative Cutters and/or Spotters
Multiple-Photographic-Printer Operators
Photo Checkers and Assemblers
Electricians
Machinists
Maintenance Repairers
Press Operators and/or Plate Printers
Sign Erectors
Mailers
Gardeners and Groundskeepers
Addressing Machine Operators
Bookkeeping and/or Billing Machine Operators
Inserting and/or Labeling Machine Operators
Collectors
Credit Reporters
Mail Clerks
Personnel Clerks
Survey Workers
Sales Clerks

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 73)



SERVICES

BUSINESS SERVICES

(SIC 73)

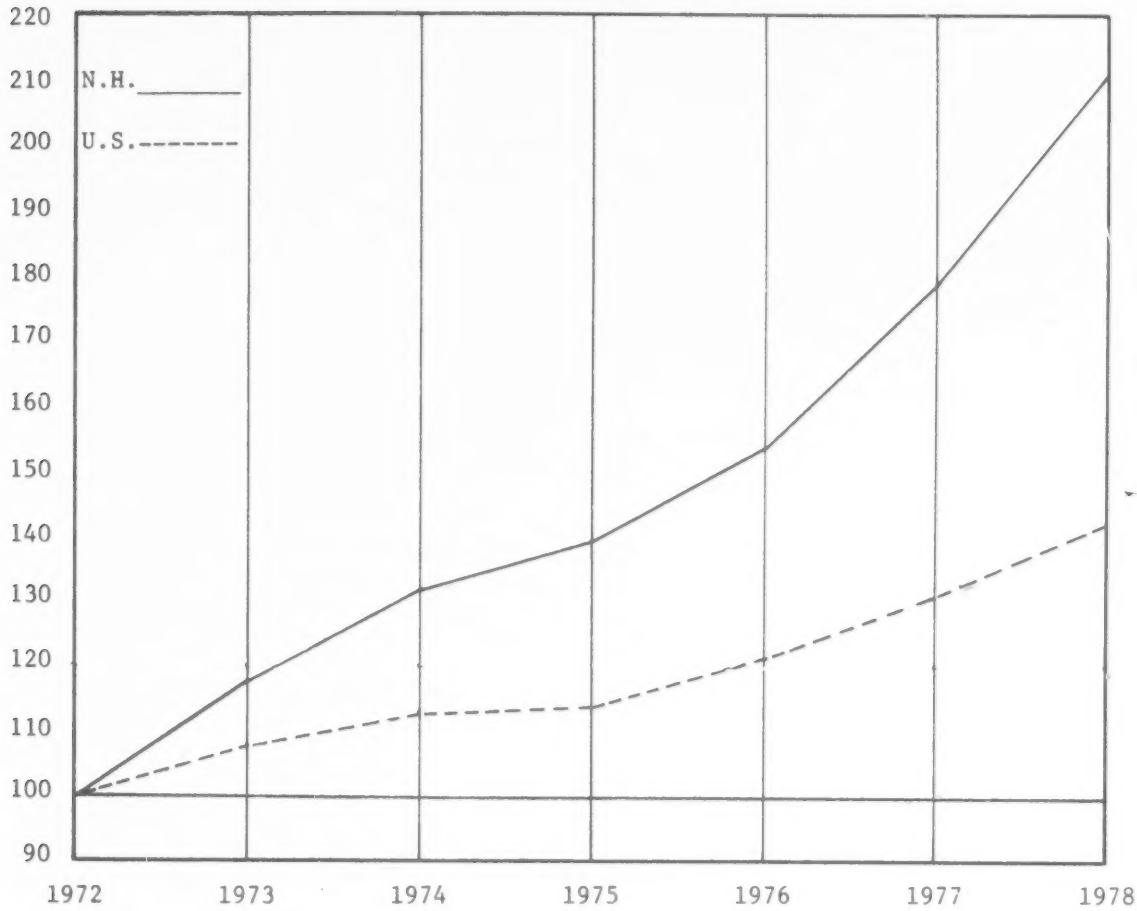
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	2.8	-	1790.1	-
1973	3.3	17.9	1934.5	8.1
1974	3.7	12.1	2027.4	4.8
1975	3.9	5.4	2041.9	0.7
1976	4.3	10.3	2173.5	6.4
1977	5.0	16.3	2342.2	7.8
1978*	5.9	18.0	2543.2	8.6

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 73)



OCCUPATIONAL EMPLOYMENT

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

(SIC 75)

This major group includes establishments primarily engaged in furnishing automotive repairs, rental, leasing and parking services to the general public.

The production occupations with 1,368 workers accounted for 68.6 percent of the total industry employment for 1978. Within this group, automotive mechanics and body repairers were the dominant occupations. Together they comprised 37.4 percent of the employment for this group. The second largest category was managers and officers with 276 workers or 13.9 percent of the total industry employment. The next largest group, the clerical with 218 employees represented 10.9 percent of the total industry employment. More than half of the workers in this group were either bookkeepers or general clerks. The remainder of the occupational groups (professional, technical, service and sales) accounted for only 6.6 percent of the total employment.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	51008	Mechanics, Automotive	298
2	10000	Managers and Officers	276
3	51012	Body Repairers, Automotive	213
4	55C11	Painters, Automotive	121
5	55A61	Cleaners, Vehicle	109
6	71000	Sales Representatives	84
7	54000	Truck Drivers	79
8	51019	Diesel Mechanics	75
9	55B87	Helpers, Trades	65
10	61307	Bookkeepers, Hand	59

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	57
2	51008	Mechanics, Automotive	35
3	51012	Body Repairers, Automotive	21
	61307	Bookkeepers, Hand	21
5	55C11	Painters, Automotive	20

STAFFING PATTERNS

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

(SIC 75)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,993				100.0	
MANAGERS AND OFFICERS	10000	276	6	293	259	13.9	56.6
PROFESSIONAL OCCUPATIONS	20000	14				0.7	
Accountants and Auditors	25401	13	27	17	9	0.6	5.3
All Other Professional Workers	29000	1	N.A.	-	-	0.1	N.A.
SERVICE OCCUPATIONS	40000	22				1.1	
Janitors, Porters and Cleaners	41000	22	19	26	18	1.1	8.0
PRODUCTION OCCUPATIONS	50000	1,368				68.6	
Mechanics, Automotive	51008	298	11	331	265	14.9	35.4
Body Repairers, Automotive	51012	213	13	241	185	10.7	21.2
Diesel Mechanics	51019	75	24	93	57	3.8	10.6
All Other Mechanics and Repairers	51900	4	N.A.	-	-	0.2	N.A.
Truck Drivers	54000	79	19	94	64	4.0	8.0
Cleaners, Vehicle	55A61	109	19	130	88	5.4	13.3
Supervisors, Nonworking	55B29	47	20	56	38	2.3	11.5
Maintenance Repairers	55B86	40	35	54	26	2.0	5.3
Helpers, Trades	55B87	65	18	77	53	3.3	17.7
Painters, Automotive	55C11	121	19	144	98	6.1	20.4
Trailer and/or Van Rental Attendants	55D28	26	49	39	13	1.3	0.9
Welders and Flamecutters	55D46	20	38	28	12	1.0	5.3

See page 167 for explanation of footnotes.

STAFFING PATTERNS

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

(SIC 75)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Service Station Attendants, Fuel Pump Attendants and/or Lubricators	55D67	57	24	71	43	2.9	9.7
All Other Operatives and Semiskilled Workers	59002	161	N.A.	-	-	8.1	N.A.
All Other Laborers and Unskilled Workers	59003	53	N.A.	-	-	2.6	N.A.
CLERICAL OCCUPATIONS	60000	218				10.9	
Accounting Clerks	61301	26	22	32	20	1.3	7.1
Bookkeepers, Hand	61307	59	13	67	51	3.0	21.2
Car Rental Clerks	61312	15	29	19	11	0.7	4.4
Cashiers	61314	15	26	19	11	0.7	5.3
General Clerks, Office	61333	57	14	65	49	2.9	18.6
Receptionists	61361	13	38	18	8	0.6	3.5
Secretaries	61368	17	25	21	13	0.9	7.1
All Other Office Clerical Workers	61900	2	N.A.	-	-	0.1	N.A.
Stock Clerks, Stockroom Warehouse or Storage Yard	62008	13	45	19	7	0.6	2.7
All Other Plant Clerical Workers	62900	1	N.A.	-	-	0.1	N.A.
SALES OCCUPATIONS	70000	95				4.8	
Sales Representatives	71000	84	21	102	66	4.2	12.4
All Other Sales Workers	79000	11	N.A.	-	-	0.6	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

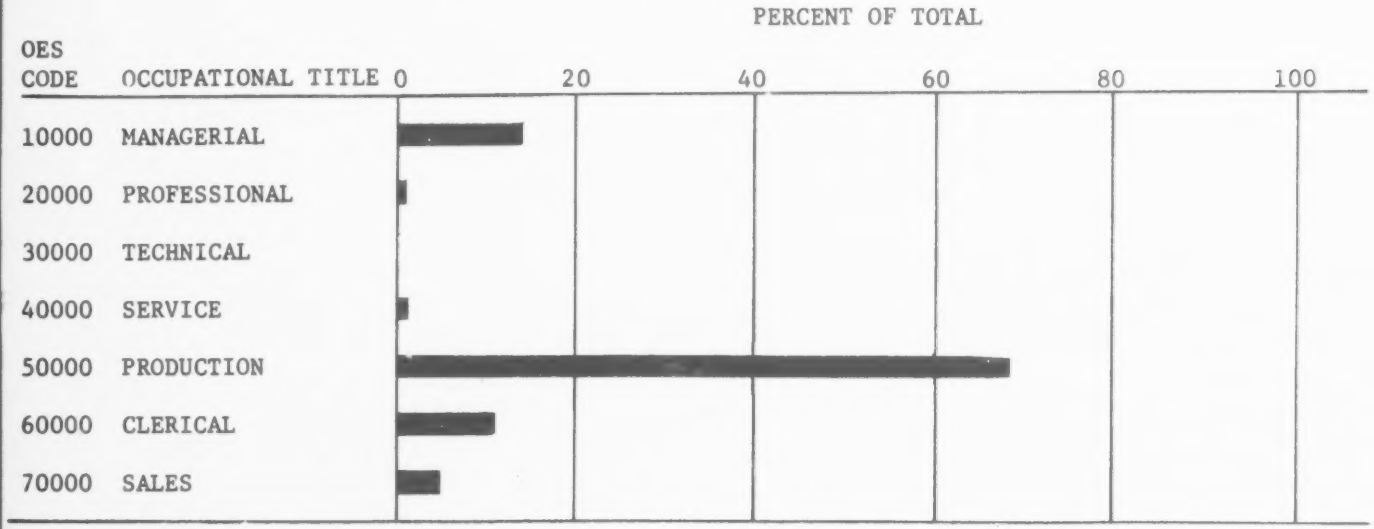
(SIC 75)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Delivery and/or Route Workers
Tire Fabricators and/or Repairers
Painters, Production
Automobile Seat Cover, Convertible or Vinyl Top Installers
Glass Installers, Automotive
Rental Car Deliverers
Payroll and/or Timekeeping Clerks
Dispatchers, Vehicle, Service or Work
Sales Clerks

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 75)



SERVICES

AUTOMOTIVE REPAIR, SERVICES, AND GARAGES

(SIC 75)

ANNUAL AVERAGE EMPLOYMENT (in thousands)

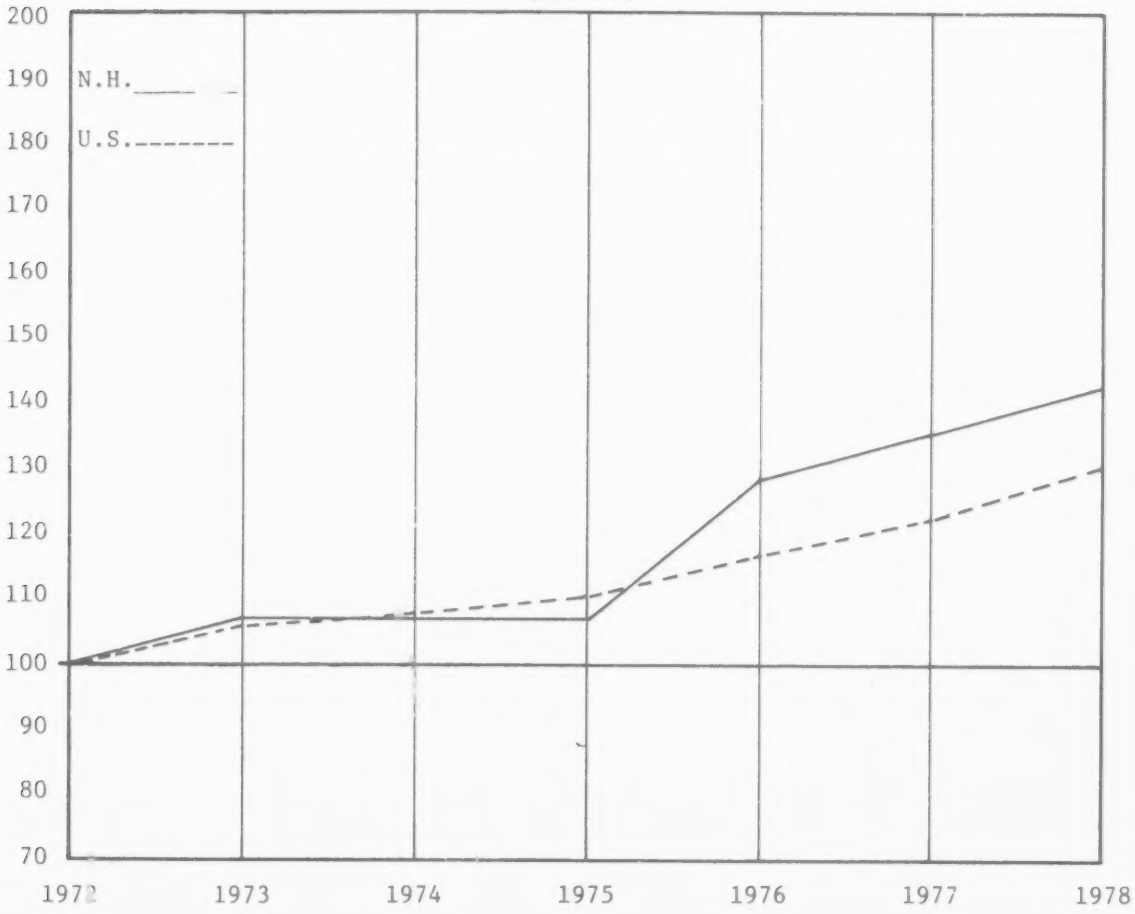
1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.4	-	398.6	-
1973	1.5	7.1	422.0	5.9
1974	1.5	0	429.6	1.8
1975	1.5	0	438.8	2.1
1976	1.8	20.0	465.6	6.1
1977	1.9	5.6	491.0	5.5
1978*	2.0	5.3	518.4	5.6

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100

(SIC 75)



OCCUPATIONAL EMPLOYMENT

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

(SIC 79, Except 799)

This major group includes establishments engaged in providing amusement or entertainment on payment of a fee or admission charge, except motion picture theaters. Some of the establishments included in this group are dance halls, theatrical producers (except motion pictures), bowling alleys and sports promoters.

The clerical occupational category accounts for 37.0 percent of the total industry employment. The clerical category together with the service category comprise over half of the total industry employment. The most significant occupations within these categories are cashier and guards and doorkeepers with 29.7 and 8.6 percent of the total industry employment respectively.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	APRIL 1978 ESTIMATED EMPLOYMENT
1	61314	Cashiers	452
2	42000	Guards and Doorkeepers	131
3	10000	Managers and Officers	99
4	61325	Desk Clerks, Bowling Floor	53
5	55B86	Maintenance Repairers	45
6	55T47	Gardeners and Groundskeepers	41
7	43002	Bartenders	35
8	55C17	Parking Lot Attendants	34
9	55D14	Animal Caretakers	32
10	25486	Umpires	30

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	58.8
2	43002	Bartenders	29.4
	61325	Desk Clerks, Bowling Floor	29.4
4	61314	Cashiers	25.5
5	55B86	Maintenance Repairers	21.6

STAFFING PATTERNS

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

(SIC 79)

OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,521				100.0	
MANAGERS AND OFFICERS	10000	99	7	106	92	6.5	58.8
PROFESSIONAL OCCUPATIONS	20000	249				16.4	
Announcers, Radio and Television	25409	12	12	13	11	0.8	13.7
Public Relations Practitioners	25472	29	11	32	26	1.9	19.6
Umpires	25486	30	9	33	27	2.0	11.8
All Other Professional Workers	29000	178	NA	-	-	11.7	NA
SERVICE OCCUPATIONS	40000	343				22.5	
All Other Janitors, Porters and Cleaners	41900	64	NA	-	-	4.2	NA
Guards and Doorkeepers	42000	131	4	136	126	8.6	15.7
Bartenders	43002	35	30	46	24	2.3	29.4
Waiters/Waitresses	43009	22	8	24	20	1.4	13.7
Counter Attendants Lunchroom	43010	24	10	26	22	1.6	11.8
All Other Food Service Workers	43900	12	NA	-	-	0.8	NA
Child Care Attendants	44001	11	8	12	10	0.7	11.8
Ushers, Lobby Attendants	44034	28	3	29	27	1.8	9.8

See page 167 for explanation of footnotes.

STAFFING PATTERNS

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

(SIC 79)

OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Checkroom and Locker Room Attendants	44079	13	0	13	13	0.9	2.0
All Other Service Workers	49000	3	NA	-	-	0.2	NA
PRODUCTION OCCUPATIONS	50000	257				16.9	
Pinsetter Mechanics, Automatic	51044	10	7	11	9	0.7	17.6
All Other Mechanics and Repairers	51900	1	NA	-	-	0.1	NA
Maintenance Repairers	55B86	45	16	52	38	2.9	21.6
Parking Lot Attendants	55C17	34	3	35	33	2.2	5.9
Animal Caretakers	55D14	32	34	43	21	2.1	11.8
Pin Chasers	55D64	10	13	11	9	0.7	9.8
Gardeners and Groundskeepers	55T47	41	0	41	41	2.7	2.0
All Other Skilled Craft Workers	59001	21	NA	-	-	1.4	NA
All Other Operatives and Semi-skilled Workers	59002	10	NA	-	-	0.7	NA
All Other Laborers and Unskilled Workers	59003	53	NA	-	-	3.4	NA
CLERICAL OCCUPATIONS	60000	563				37.0	
Cashiers	61314	452	3	466	438	29.7	25.5
Desk Clerks, Bowling Floor	61325	53	4	55	51	3.5	29.4
General Clerks, Office	61333	11	15	13	9	0.7	13.7
Secretaries	61368	15	35	20	10	1.0	13.7

See page 167 for explanation of footnotes.

STAFFING PATTERNS

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

(SIC 79)

OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
All Other Office Clerical Workers	61900	32	NA	-	-	2.1	NA
SALES OCCUPATIONS	70000	10				0.7	
Vendors	72006	10	0	10	10	0.7	5.9

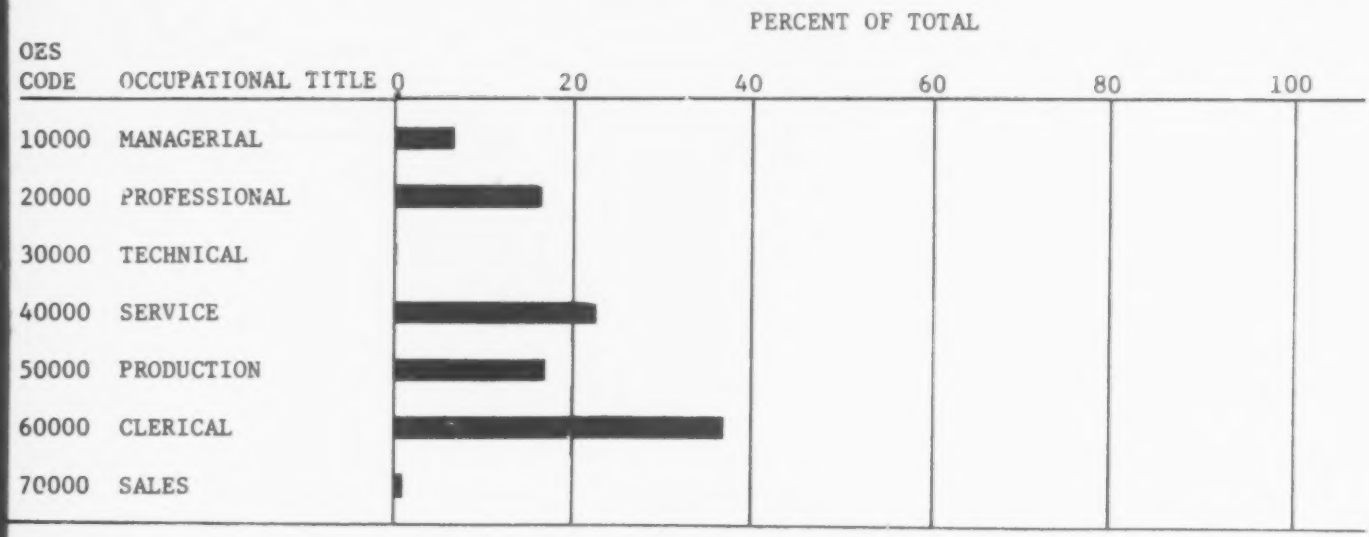
Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "All Other" or residual category.

Accountants/Auditors
Actors or Actresses
Dance Instructors
Musicians, Instrumental
Nurses, Professional
Sports Instructors
Veterinarians
Designers
Group Recreation Workers
Maids
Dining Room Attendants
Kitchen Helpers
Cooks, Short Order
Clerical Supervisors, Office or Plant
Game Operators, Ride Operators, and Concession Workers
Mechanics, Maintenance
Carpenters
Electricians
Supervisors, Nonworking
Inspectors
Custom Sewers
Accounting Clerks
Bookkeepers, Hand
Payroll/Timekeeping Clerks
Switchboard Operator-Receptionists
Receptionists

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 79)



SERVICES

AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES

(SIC 79)

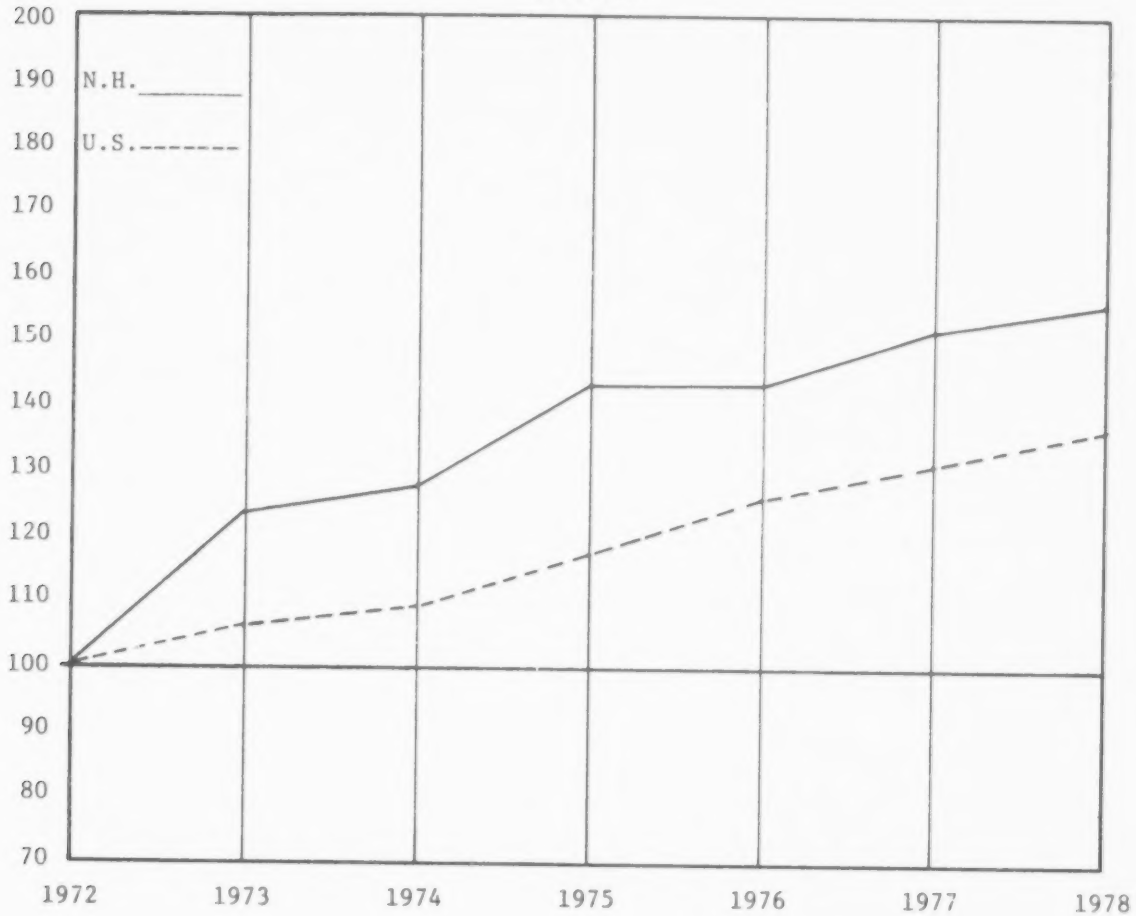
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	2.5	-	504.4	-
1973	3.1	24.0	534.7	6.0
1974	3.2	3.2	553.5	3.5
1975	3.6	12.5	596.8	7.8
1976	3.6	0	636.8	6.7
1977	3.8	5.6	663.9	4.3
1978*	3.9	2.6	687.4	3.5

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 79)



OCCUPATIONAL EMPLOYMENT

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

This industry includes establishments primarily engaged in furnishing medical, surgical and other health service to persons. Associations or groups primarily engaged in providing medical or other health services to members are included. This survey excludes the hospitals, industry subgroup SIC 806.

The service and professional occupational categories have about an equal number of workers in the industry. The former with 29.9 percent of the total industry employment exceeds the latter by only 0.9 of a percentage point. Nurses aides and/or orderlies is the largest occupation, with almost 17 percent of the workers in this industry. Other numerically significant occupations are professional nurses, which account for 12.2 percent of the employment and physicians and/or surgeons which comprises 6.5 percent of the total industry employment.

Clerical occupations, the third largest occupational category, is dominated by secretaries and general office clerks, each representing nearly 4 percent of the industry's employment. This category represents nearly 18 percent of the total industry employment.

THE TEN OCCUPATIONS EMPLOYING THE
LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	44025	Nurses, Aides/Orderlies	1609
2	25457	Nurses, Professional	1164
3	25469	Physicians/Surgeons	617
4	10000	Managers and Officers	558
5	61368	Secretaries	378
6	61333	General Clerks, Office	370
7	61361	Receptionists	329
8	34003	Dental Assistants	326
9	34013	Licensed Practical Nurses	321
10	43007	Kitchen Helpers	290

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	25457	Nurses, Professional	45.6
2	10000	Managers and Officers	45.2
3	61368	Secretaries	30.7
4	61307	Bookkeepers, Hand	28.7
5	61361	Receptionists	26.4

STAFFING PATTERNS

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
TOTAL ALL OCCUPATIONS		9,506				100.0	
MANAGERS AND OFFICERS	10000	558	4	582	534	5.9	45.2
PROFESSIONAL OCCUPATIONS	20000	2,760				29.0	
Psychologists	23004	48	9	52	44	0.5	5.0
All Other Social Scientists	23900	4	NA	-	-	0.1	NA
Accountants/Auditors	25401	33	15	38	28	0.3	6.5
Caseworkers	25418	161	3	166	156	1.7	13.0
Chiropractors	25419	14	36	19	9	0.1	1.5
Dentists	25433	237	10	261	213	2.5	18.8
Dietitians/Nutritionists	25434	36	10	39	33	0.4	9.2
Nurses, Professional	25457	1,164	5	1,222	1,106	12.2	45.6
Occupational Therapists	25458	47	7	50	44	0.5	10.0
Optometrists	25459	38	31	50	26	0.4	3.1
Physical Therapists	25468	71	5	75	67	0.7	14.2
Physicians/Surgeons	25469	617	12	693	541	6.5	24.5
Podiatrists	25470	11	30	14	8	0.1	1.9
Manual-Arts, Music/Recreational Therapists	25537	37	11	41	33	0.4	6.5
Speech Pathologists/Audiologists	25538	38	10	42	34	0.4	5.0

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT	RELATIVE ERROR	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
		1/	2/				
All Other Professional Workers	29000	204	NA	-	-	2.2	NA
TECHNICAL OCCUPATIONS	30000	1,237				13.0	
Dental Assistants	34003	326	6	346	306	3.4	21.5
Licensed Practical Nurses	34013	321	7	343	299	3.4	18.0
Physician's Assistants	34016	47	22	57	37	0.5	4.2
Radiologic Technicians	34036	48	20	58	38	0.5	4.6
Dental Hygienists	35001	253	7	271	235	2.7	19.5
Medical Laboratory Technologists	35002	75	31	98	52	0.8	3.4
Medical Laboratory Technicians	35010	89	23	109	69	0.9	3.8
Dietetic Technicians	35014	23	12	26	20	0.2	5.0
Physical Therapy Assistants	35016	17	13	19	15	0.2	3.8
All Other Medical and Dental Technologists and Technicians	35900	20	NA	-	-	0.2	NA
All Other Technicians	39000	18	NA	-	-	0.2	NA
SERVICE OCCUPATIONS	40000	2,841				29.9	
Maids	41003	147	11	163	131	1.5	12.6
All Other Janitors, Porters and Cleaners	41900	149	NA	-	-	1.6	NA
Guards and Doorkeepers	42000	10	33	13	7	0.1	1.1
Kitchen Helpers	43007	290	6	208	272	3.0	9.6

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Waiters and Waitresses	43009	45	28	58	32	0.5	1.9
Cooks, Institution	43016	126	8	136	116	1.3	11.1
All Other Food Service Workers	43900	4	NA	-	-	0.1	NA
Housekeepers	44019	56	16	65	47	0.6	8.0
Nurses Aides/Orderlies	44025	1,609	6	1,706	1,512	16.9	20.7
Psychiatric Aides	44028	11	0	11	11	0.1	0.4
Social Service Aides	44080	45	6	48	42	0.5	6.5
Medical Assistants	44081	101	13	114	88	1.1	6.5
All Other Service Workers	49000	248	NA	-	-	2.6	NA
PRODUCTION OCCUPATIONS	50000	402				4.2	
All Other Mechanics and Repairers	51900	1	NA	-	-	-	NA
Washers, Machine and/or Starcher	53004	39	21	47	31	0.4	4.2
Laundry Pressers, Machine	53016	36	18	42	30	0.4	4.2
Delivery/Route Workers	55A87	14	40	20	8	0.1	1.5
Maintenance Repairers	55B86	90	10	99	81	0.9	11.5
Plumbers/Pipefitters	55C30	16	50	24	8	0.2	1.1
Dental-Laboratory Technicians	55C62	110	44	158	62	1.2	3.8
Opticians, Dispensing/Optical Mechanics	55D69	56	32	74	38	0.6	2.3
Gardeners/Groundskeepers	55T47	21	20	25	17	0.2	4.6
All Other Skilled Craft Workers	59001	3	NA	-	-	-	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
All Other Operatives and Semiskilled Workers	59002	6	NA	-	-	0.1	NA
All Other Laborers and Unskilled Workers	59003	10	NA	-	-	0.1	NA
CLERICAL OCCUPATIONS	60000	1,704				17.9	
Bookkeeping/Billing Machine Operators	61103	27	31	35	19	0.3	3.4
Computer Operators	61105	21	50	32	10	0.2	0.8
All Other Office Machine Operators	61199	4	NA	-	-	0.1	NA
Accounting Clerks	61301	39	29	50	28	0.4	3.4
Bookkeepers, Hand	61307	140	10	154	126	1.5	28.7
Cashiers	61314	14	30	18	10	0.1	1.9
File Clerks	61330	59	32	78	40	0.6	5.0
General Clerks, Office	61333	370	9	403	337	3.9	20.7
Insurance Clerks, Medical	61348	55	19	65	45	0.6	5.7
Receptionists	61361	329	9	359	299	3.5	26.4
Secretaries	61368	378	14	431	325	4.0	30.7
Switchboard Operators	61376	21	26	26	16	0.2	2.3
Switchboard Operator - Receptionists	61377	57	19	68	46	0.6	7.3
Typists	61392	77	13	87	67	0.8	11.9
Clerical Supervisors, Office or Plant	61396	53	11	59	47	0.5	10.3
All Other Office Clerical Workers	61900	53	NA	-	-	0.5	NA
All Other Plant Clerical Workers	62900	7	NA	-	-	0.1	NA

See page 167 for explanation of footnotes.

STAFFING PATTERNS

HEALTH SERVICES EXCEPT HOSPITALS

(SIC 80, EXCEPT 806)

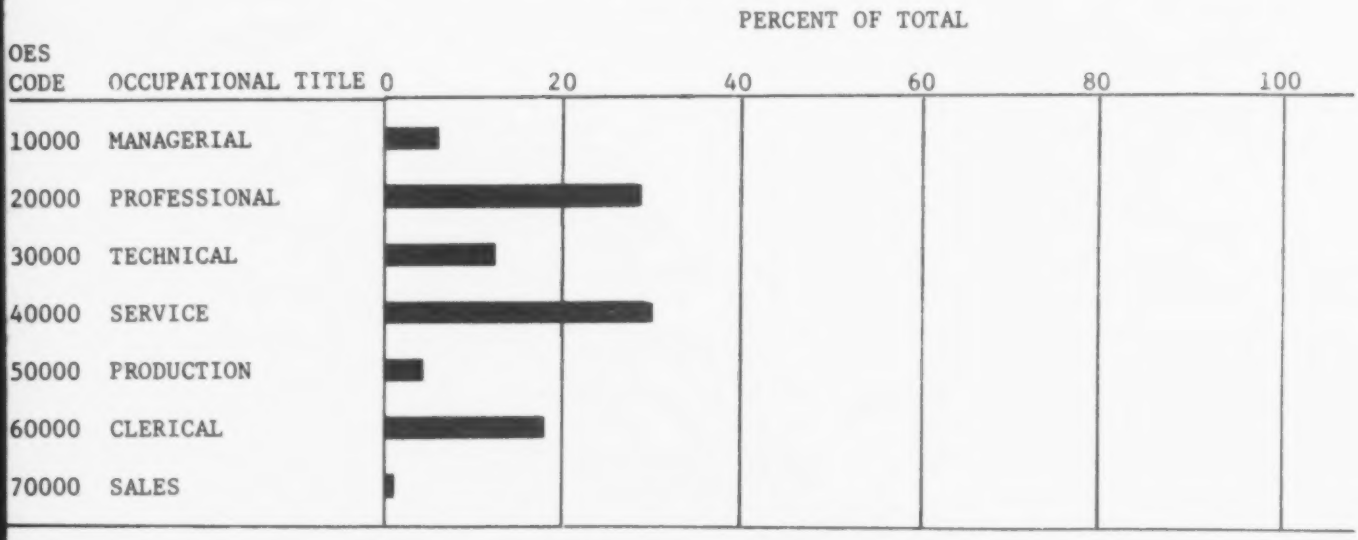
OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SALES OCCUPATIONS	70000	4				0.1	
All Other Sales Agents	71900	3	NA	-	-	0.1	NA
All Other Sales Workers	79000	1	NA	-	-	-	NA

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "All Other" or residual category.

Purchasing Agents/Buyers
Pharmacists
Corrective Therapists
Respiratory Therapists
Medical-Record Librarians
Cytotechnologists
Electrocardiograph Technicians
Electroencephalograph Technicians
Pantry, Sandwich/Coffee Makers
Supervisors, Nonworking-Service Only
Occupational Therapy Assistants
Mechanics, Maintenance
Carpenters
Painters, Maintenance
Keypunch Operators
Stenographers
Payroll/Timekeeping Clerks
Procurement Clerks
Shipping/Receiving Clerks
Sales Representatives
Sales Clerks
Personnel/Labor Relations Specialists

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 80)



SERVICES

HEALTH SERVICES

(SIC 80)

ANNUAL AVERAGE EMPLOYMENT (in thousands)

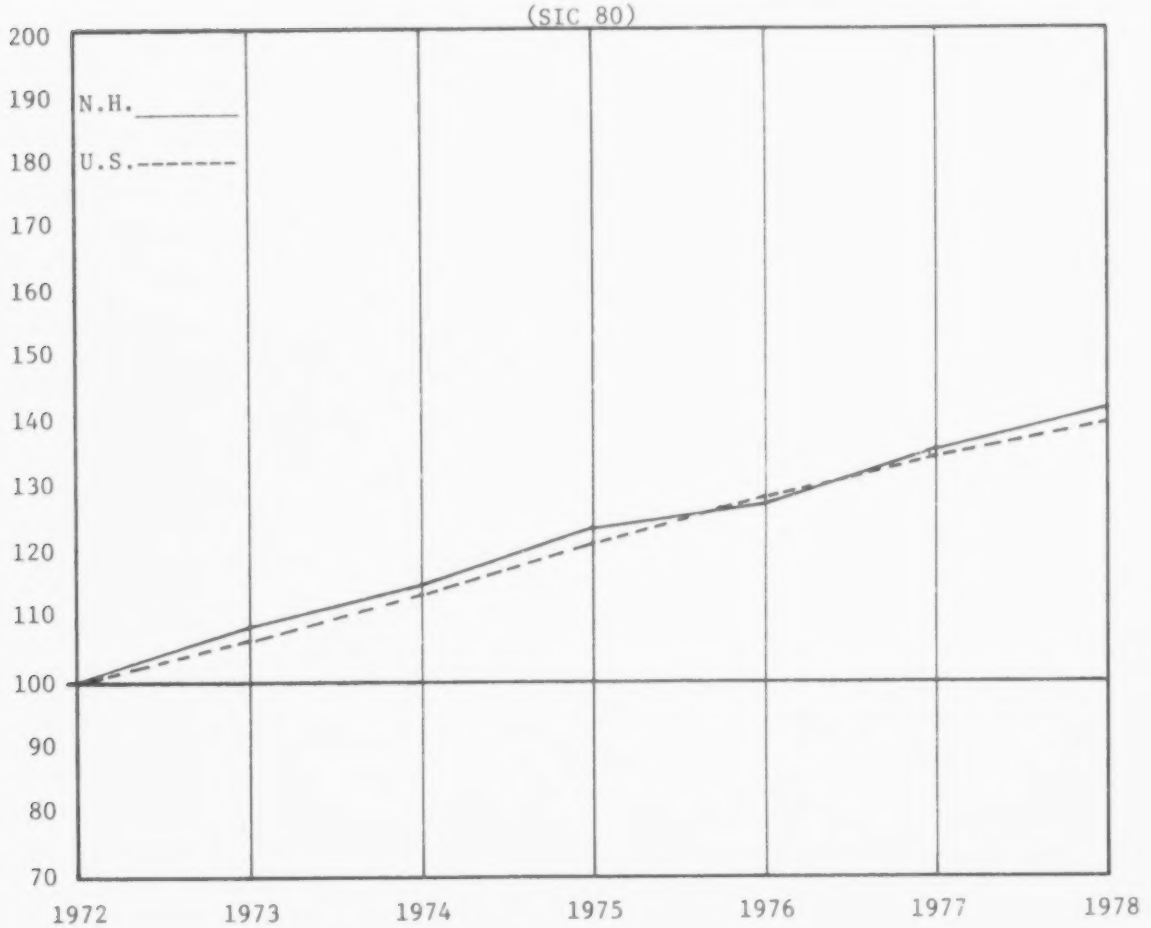
1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	14.0	-	3411.9	-
1973	15.2	8.6	3640.8	6.7
1974	16.1	5.9	3886.7	6.8
1975	17.3	7.5	4133.8	6.4
1976	17.8	2.9	4350.4	5.2
1977	19.0	6.7	4571.5	5.1
1978*	19.9	4.7	4764.4	4.2

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100

(SIC 80)



OCCUPATIONAL EMPLOYMENT
LEGAL SERVICES
(SIC 81)

This major group includes establishments engaged in offering legal advice or legal services, the head or heads of which are members of the bar. Included within this category are attorneys, law offices, and patent solicitors' offices.

The two dominant occupational groups in this industry were clerical and professional with the remaining occupations (managers and officers, technicians, service,production, and sales) accounting for only 12.7 percent of the total industry employment in 1978. The largest group, the clerical occupation employed 918 workers or 55.1 percent of the total industry employment. Within this group, the predominant occupation was secretaries with 694 workers or 75.6 percent of the total employment for this group. The next largest group, the professionals, employed 537 workers or 32.2 percent of the total industry employment. Within this group, lawyers dominated the occupations with 349 workers or 65.0 percent of the total employment for this group.

THE TEN OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	61368	Secretaries	694
2	25446	Lawyers	349
3	10000	Managers and Officers	157
4	25462	Paralegal Personnel	118
5	41000	Janitors, Porters and Cleaners	52
6	61307	Bookkeepers, Hand	50
7	61377	Switchboard Operators, Receptionists	42
8	25445	Law Clerks	38
9	61333	General Clerks, Office	24
10	61361	Receptionists	20

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	61368	Secretaries	80.8
2	25446	Lawyers	65.8
3	10000	Managers and Officers	30.1
	25462	Paralegal Personnel	30.1
	61307	Bookkeepers, Hand	30.1

STAFFING PATTERNS

LEGAL SERVICES

(SIC 81)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		1,668				100.0	
MANAGERS AND OFFICERS	10000	157	17	184	130	9.4	30.1
PROFESSIONAL OCCUPATIONS	20000	537				32.2	
Accountants/Auditors	25401	12	29	15	9	0.7	8.2
Law Clerks	25445	38	14	43	33	2.3	20.5
Lawyers	25446	349	8	377	321	20.9	65.8
Paralegal Personnel	25462	118	17	138	98	7.1	30.1
All Other Professional Workers	29000	20	N.A.	-	-	1.2	N.A.
SERVICE OCCUPATIONS	40000	52				3.1	
Janitors, Porters and Cleaners	41000	52	15	60	44	3.1	21.9
PRODUCTION OCCUPATIONS	50000	4				0.2	
All Other Skilled Craft Workers	59001	4	N.A.	-	-	0.2	N.A.
CLERICAL OCCUPATIONS	60000	918				55.1	
All Other Office Machine Operators	61199	16	N.A.	-	-	1.0	N.A.
Stenographers	61200	12	37	16	8	0.7	5.5
Accounting Clerks	61301	14	26	18	10	0.8	8.2
Bookkeepers, Hand	61307	50	12	56	44	3.0	30.1
File Clerks	61330	12	27	15	9	0.7	8.2
General Clerks, Office	61333	24	28	31	17	1.5	9.6
Receptionists	61361	20	21	24	16	1.2	13.7

See page 167 for explanation of footnotes.

STAFFING PATTERNS

LEGAL SERVICES

(SIC 81)

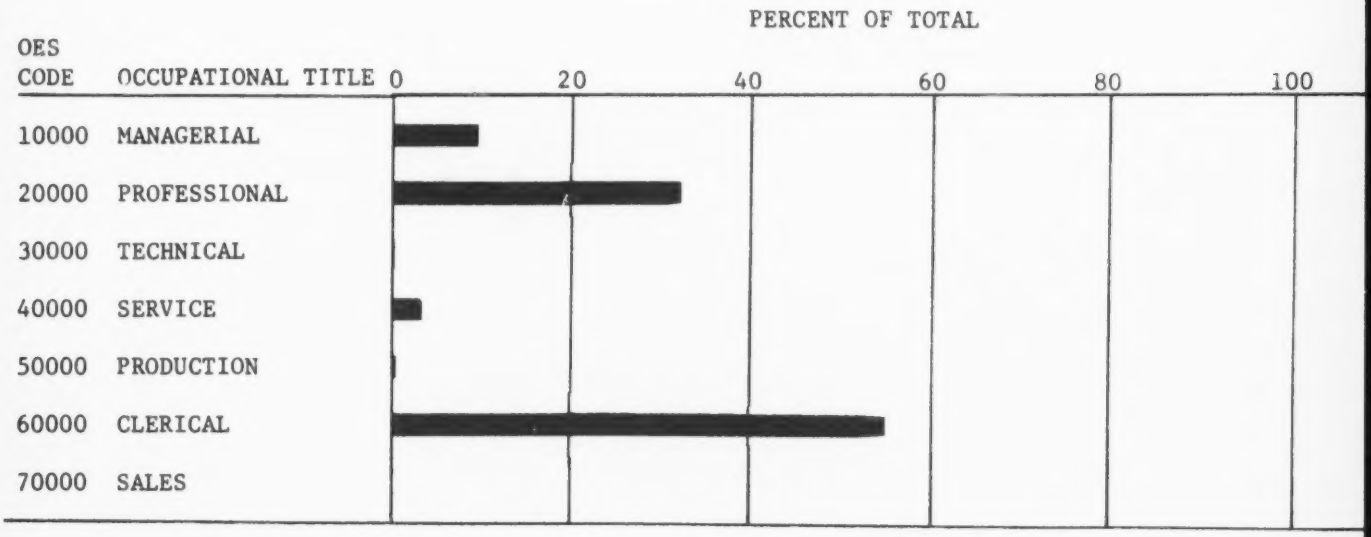
OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Secretaries	61368	694	4	722	666	41.6	80.8
Switchboard Operator - Receptionists	61377	42	14	48	36	2.5	26.0
Messengers	61380	10	30	13	7	0.6	6.8
Typists	61392	16	27	20	12	1.0	9.6
All Other Office Clerical Workers	61900	8	N.A.	-	-	0.5	N.A.

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Librarians, Professional
Title Examiners/Abstractors
Plumbers/Pipefitters
Bookkeeping/Billing Machine Operators
Computer Operators
Switchboard Operators

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 81)



SERVICES

LEAGAL SERVICES

(SIC 81)

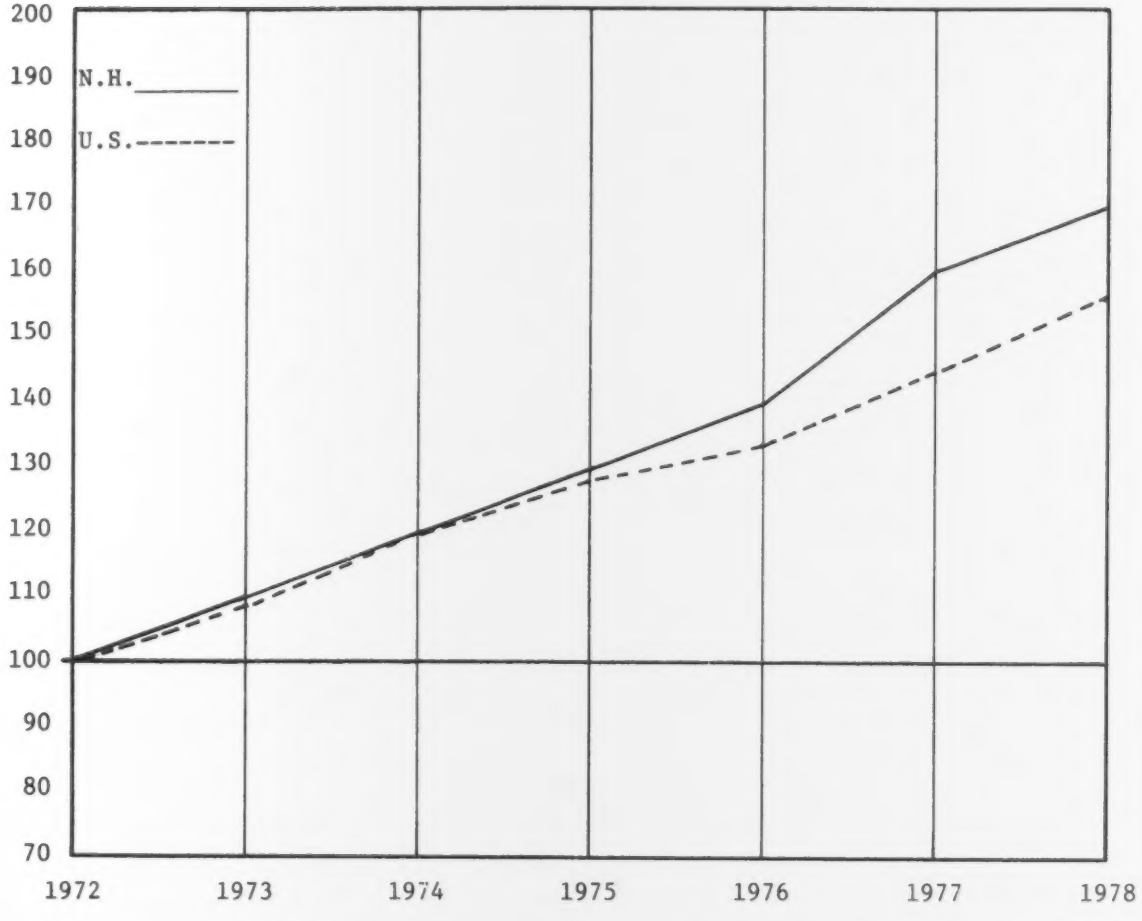
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.0	-	270.5	-
1973	1.1	10.0	294.9	9.0
1974	1.2	9.1	324.9	10.2
1975	1.3	8.3	340.3	4.7
1976	1.4	7.7	363.3	6.7
1977	1.6	14.3	392.2	8.0
1978*	1.7	6.3	422.0	7.6

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 81)



OCCUPATIONAL EMPLOYMENT

SOCIAL SERVICES

(SIC 83)

This major group includes establishments providing social services and rehabilitation services to those persons with social or personal problems requiring special services and to the handicapped and the disadvantaged. Also included are organizations soliciting funds to be used directly for these and related services.

Service occupations provide 40.7 percent of the estimated employment for the social service group, with child care workers, nurses aides and orderlies and cooks being some of the dominant occupations. Teachers and nurses make up nearly half the professional occupations, which account for one job in four within the group. Managers and officers, production occupations and clerical occupations each have about 10 percent of the estimated employment.

THE TEN OCCUPATIONS EMPLOYING THE LARGEST NUMBER OF WORKERS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	MAY 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	345
2	44077	Child Care Workers	281
3	44025	Nurses Aides and Orderlies	275
4	25457	Nurses, Professional	179
5	25101	Teachers, Preschool or Kindergarten	176
6	43016	Cooks, Institution	149
7	25418	Caseworkers	98
8	41005	House Cleaners	93
9	55B86	Maintenance Repairers	81
10	44001	Childcare Attendants	78

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	68.4
2	43016	Cooks, Institution	33.1
3	61368	Secretaries	26.5
4	25101	Teachers, Preschool or Kindergarten	22.8
	61307	Bookkeepers, Hand	22.8

STAFFING PATTERNS

SOCIAL SERVICES

(SIC 83)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		3,236				100.0	
MANAGERS AND OFFICERS	10000	345	6	366	324	10.6	68.4
PROFESSIONAL OCCUPATIONS	20000	757				23.4	
All Other Social Scientists	23900	5	N.A.	-	-	0.2	NA
Teachers, Preschool or Kindergarten	25101	176	9	192	160	5.4	22.8
Teachers an/or Instructors, Nonvocational Education	25106	23	0	23	23	0.7	5.1
Vocational and Educational Counselors	25107	25	2	26	24	0.8	5.1
All Other Teachers	25199	5	N.A.	-	-	0.2	NA
Accountants and/or Auditors	25401	31	24	38	24	1.0	10.3
Caseworkers	25418	98	21	119	77	3.0	12.5
Dietitians and/or Nutritionists	25434	37	12	41	33	1.1	11.8
Nurses, Professional	25457	179	8	193	165	5.5	21.3
Community Organization Workers	25501	75	24	93	57	2.3	6.6
All Other Therapists	25522	15	N.A.	-	-	0.5	NA
Group Recreation Workers	25535	38	17	44	32	1.2	8.8
All Other Professional Workers	29000	50	N.A.	-	-	1.5	NA
TECHNICAL OCCUPATIONS	30000	57				1.8	
Licensed Practical Nurses	34013	50	12	56	44	1.5	13.2
All Other Technicians	39000	7	N.A.	-	-	0.3	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

SOCIAL SERVICES

(SIC 83)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
SERVICE OCCUPATIONS	40000	1,317				40.7	
Maids	41003	22	12	25	19	0.7	6.6
House Cleaners	41005	93	28	119	67	2.9	18.4
All Other Janitors, Porters and Cleaners	41900	67	N.A.	-	-	2.1	N.A.
All Other Guards, Watchmen and Doorkeepers	42900	1	N.A.	-	-	-	N.A.
Dining Room Attendants	43003	70	11	78	62	2.1	8.8
Kitchen Helpers	43007	66	12	74	58	2.0	16.2
Waiters and Waitresses	43009	41	12	46	36	1.2	4.4
Cooks, Institution	43016	149	7	159	139	4.6	33.1
All Other Food Service Workers	43900	25	N.A.	-	-	0.8	N.A.
Child Care Attendants	44001	78	24	97	59	2.4	6.6
Nurses Aides and Orderlies	44025	275	16	319	231	8.5	14.7
Recreation Facility Attendants	44029	15	0	15	15	0.5	0.7
Child Care Workers	44077	281	14	320	242	8.7	16.2
Social Service Aides	44080	70	13	79	61	2.2	7.4
All Other Service Workers	49000	64	N.A.	-	-	2.0	N.A.
PRODUCTION OCCUPATIONS	50000	349				10.8	
Washers, Machine and/or Starchers	53004	13	7	14	12	0.4	8.1
Carpenters	55A47	53	31	69	37	1.6	3.7
Maintenance Repairers	55B86	81	16	94	68	2.5	13.2
Bus Drivers, School	55V05	23	24	29	17	0.7	3.7
All Other Skilled Craft Workers	59001	18	N.A.	-	-	0.6	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

SOCIAL SERVICES

(SIC 83)

OCCUPATIONAL TITLE	OES CODE	MAY 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
All Other Operatives and Semiskilled Workers	59002	124	N.A.	-	-	3.8	N.A.
All Other Laborers and Unskilled Workers	59003	37	N.A.	-	-	1.2	N.A.
CLERICAL OCCUPATIONS	60000	382				11.8	N.A.
All Other Office Machine Operators	61199	9	N. A.	-	-	0.3	N.A.
Bookkeepers, Hand	61307	44	11	49	39	1.3	22.8
General Clerks, Office	61333	47	11	52	42	1.5	16.2
Receptionists	61361	20	14	23	17	0.6	7.4
Secretaries	61368	77	9	84	70	2.4	26.5
Switchboard Operator - Receptionists	61377	12	27	15	9	0.4	2.9
Typists	61392	24	17	28	20	0.7	5.9
Teacher aides and/or Educational Assistants	61410	112	8	121	103	3.5	17.6
All Other Office Clerical	61900	33	N.A.	-	-	1.0	N.A.
All Other Plant Clerical Workers	62900	4	N.A.	-	-	0.1	N.A.
SALES OCCUPATIONS	70000	29				0.9	
All Other Sales Agents	71900	29	N.A.	-	-	0.9	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

SOCIAL SERVICES

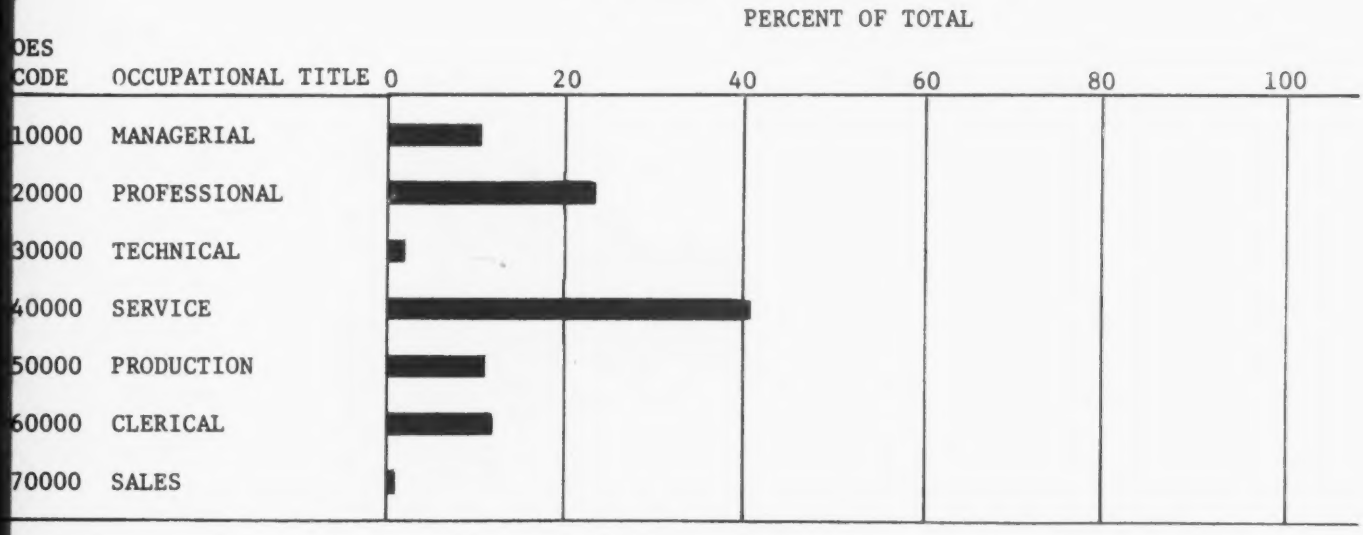
(SIC 83)

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Psychologists
Systems Analysts, EDP
Teachers and/or Instructors, Vocational Education
Purchasing Agents and/or Buyers
Budget Analysts
Clergy
Lawyers
Occupational Therapists
Personnel and Labor Relations Specialists
Physical Therapists
Public-Relations Practitioners
Manual-Arts, Music, and/or Recreational Therapists
Computer Programmers
Guards and Doorkeepers
Cooks, Short Order and/or Specialty Fast Foods
Supervisors,Nonworking-Service Only
Psychiatric Aides
Medical Assistants
Occupational Therapy Assistants
Laundry Operators, Small Establishments
Laundry Pressers, Machine
Truck Drivers
Bus Drivers
Supervisors, Nonworking
Helpers, Trade
Painters, Maintenance
Plumbers and/or Pipefitters
Gardeners and/or Groundskeepers
Bookkeeping and/or Billing Machine Operators
Keypunch Operators
Accounting Clerks
File Clerks
Payroll and/or Timekeeping Clerks
Personnel Clerks
Procurement Clerks
Switchboard Operators
Clerical Supervisors, Office or Plant
Stock Clerks, Stockroom, Warehouse or Storage Yard
Contribution Solicitors

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS

(SIC 83)



SERVICES

SOCIAL SERVICES

(SIC 83)

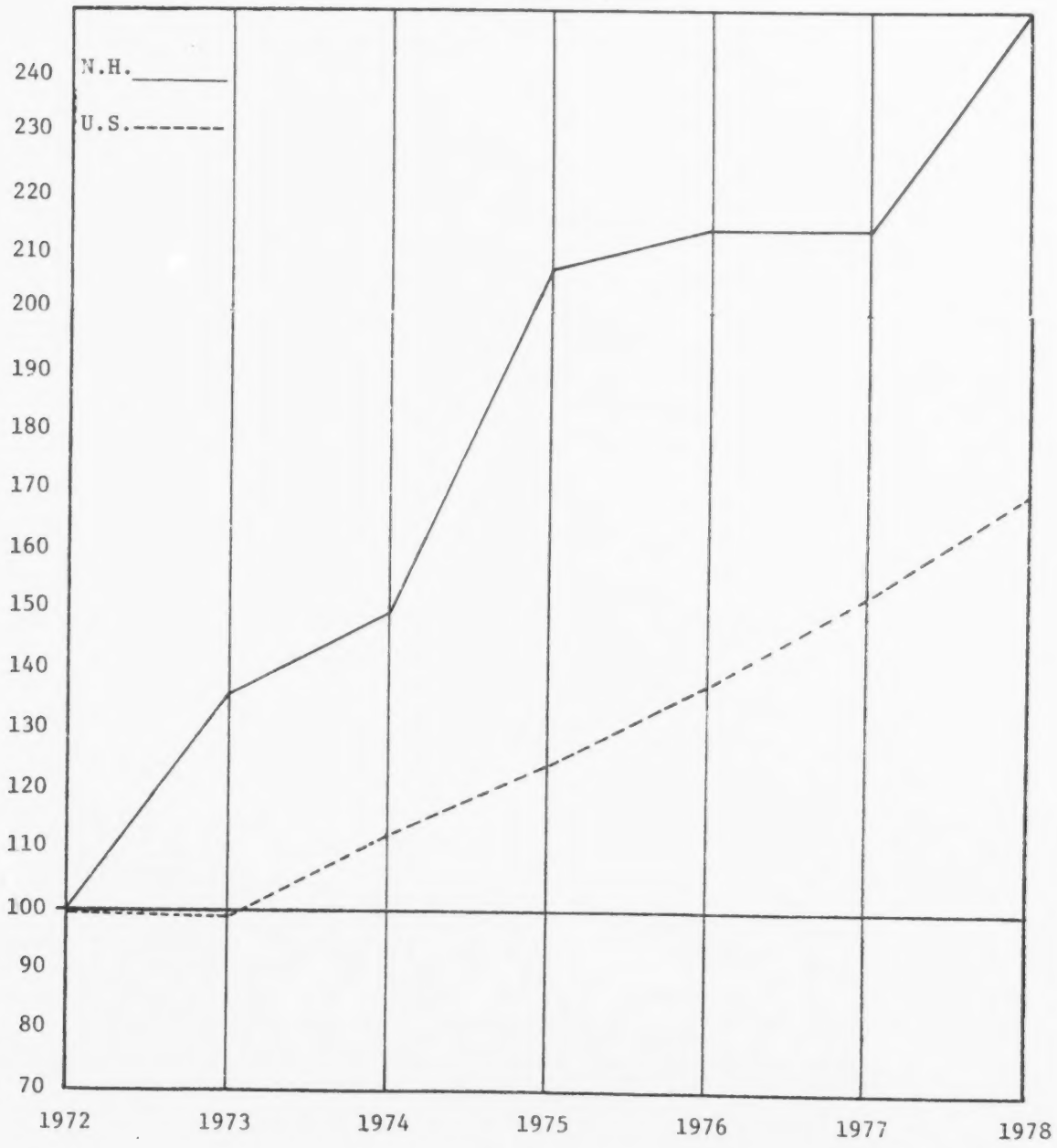
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.4	-	552.9	-
1973	1.9	35.7	552.1	- 0.1
1974	2.1	10.5	624.9	13.2
1975	2.9	38.1	689.9	10.4
1976	3.0	3.4	763.0	10.6
1977	3.0	0	844.7	10.7
1978*	3.5	16.7	944.0	11.8

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 83)



OCCUPATIONAL EMPLOYMENT
MEMBERSHIP ORGANIZATIONS
(SIC 86)

This major group includes organizations operating on a membership basis for the promotion of the interests of the members. Included in this category are trade associations; professional membership organizations; labor unions and similar labor organizations; and political and religious organizations.

In 1978 this industry employed an estimated 2,340 workers of which 877 or 37.5 percent were employed in services while 505 or 21.6 percent were employed in professional occupations. In the services, bartenders with 428 workers proved to be the dominant occupation. The next largest occupation was waiters and/or waitresses with 170 workers followed by child-care workers with 43 employees. The leading professional occupation was group recreation workers with 270 workers, followed by personnel and/or labor relations specialists with 78 workers.

THE TEN OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	APRIL 1978 ESTIMATED EMPLOYMENT
1	10000	Managers and Officers	438
2	43002	Bartenders	428
3	25535	Group Recreation Workers	270
4	43009	Waiters/Waitresses	170
5	61368	Secretaries	129
6	25465	Personnel/Labor Relations Specialists	78
7	61307	Bookkeepers, Hand	68
8	61333	General Clerks, Office	50
9	44077	Child-Care Workers	43
10	61361	Receptionists	39

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	58.1
2	43002	Bartenders	33.8
3	61368	Secretaries	33.1
4	61307	Bookkeepers, Hand	25.0
5	43009	Waiters/Waitresses	14.7

STAFFING PATTERNS

MEMBERSHIP ORGANIZATIONS

(SIC 86)

OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		2,340				100.0	
MANAGERS AND OFFICERS	10000	438	6	464	412	18.7	58.1
PROFESSIONAL OCCUPATIONS	20000	505				21.6	
All Other Engineers	21900	11	N.A.	-	-	0.5	N.A.
All Other Mathematical Scientists	22199	6	N.A.	-	-	0.3	N.A.
All Other Physical Scientists	22299	2	N.A.	-	-	0.1	N.A.
All Other Life Scientists	22399	1	N.A.	-	-	0.1	N.A.
All Other Teachers	25199	22	N.A.	-	-	0.9	N.A.
Accountants/Auditors	25401	20	23	25	15	0.9	7.4
Directors, Camp	25416	15	36	20	10	0.6	3.7
Caseworkers	25418	11	40	15	7	0.5	2.2
Personnel/Labor Relations Specialists	25465	78	28	100	56	3.3	4.4
Public-Relations Practitioners	25472	12	25	15	9	0.5	4.4
Community Organization Workers	25501	10	43	14	6	0.4	1.5
Group Recreation Workers	25535	270	21	327	213	11.5	8.1
All Other Professional Workers	29000	47	N.A.	-	-	2.0	N.A.
TECHNICAL OCCUPATIONS	30000	21				0.9	
All Other Technicians	39000	21	N.A.	-	-	0.9	N.A.
SERVICE OCCUPATIONS	40000	877				37.5	
Maids	41003	16	16	19	13	0.7	3.7
All Other Janitors, Porters and Cleaners	41900	93	N.A.	-	-	4.0	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

MEMBERSHIP ORGANIZATIONS

(SIC 86)

OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Guards and Doorkeepers	42000	17	31	22	12	0.7	4.4
Bartenders	43002	428	11	475	381	18.3	33.8
Dining Room Attendants	43003	13	32	17	9	0.6	2.9
Kitchen Helpers	43007	15	32	20	10	0.6	2.9
Waiters/Waitresses	43009	170	16	197	143	7.3	14.7
Cooks, Institution	43016	11	21	13	9	0.5	3.7
All Other Food Service Workers	43900	2	N.A.	-	-	0.1	N.A.
Recreation Facility Attendants	44029	21	41	30	12	0.9	2.2
Game/Ride Operators	44031	16	49	24	8	0.7	1.5
Child-Care Workers	44077	43	31	56	30	1.8	3.7
All Other Service Workers	49000	32	N.A.	-	-	1.3	N.A.
PRODUCTION OCCUPATIONS	50000	52				2.2	
All Other Mechanics and Repairers	51900	1	N.A.	-	-	0.1	N.A.
Maintenance Repairers	55B86	36	25	45	27	1.5	7.4
Animal Caretakers	55D14	13	41	18	8	0.5	1.5
All Other Operatives and Semiskilled Workers	59002	2	N.A.	-	-	0.1	N.A.
CLERICAL OCCUPATIONS	60000	409				17.5	
All Other Office Machine Operators	61199	3	N.A.	-	-	0.1	N.A.
Accounting Clerks	61301	18	24	22	14	0.8	5.9
Bookkeepers, Hand	61307	68	10	75	61	2.9	25.0
General Clerks, Office	61333	50	21	61	39	2.1	10.3
Payroll/Timekeeping Clerks	61351	10	28	13	7	0.4	4.4

See page 167 for explanation of footnotes.

STAFFING PATTERNS

MEMBERSHIP ORGANIZATIONS

(SIC 86)

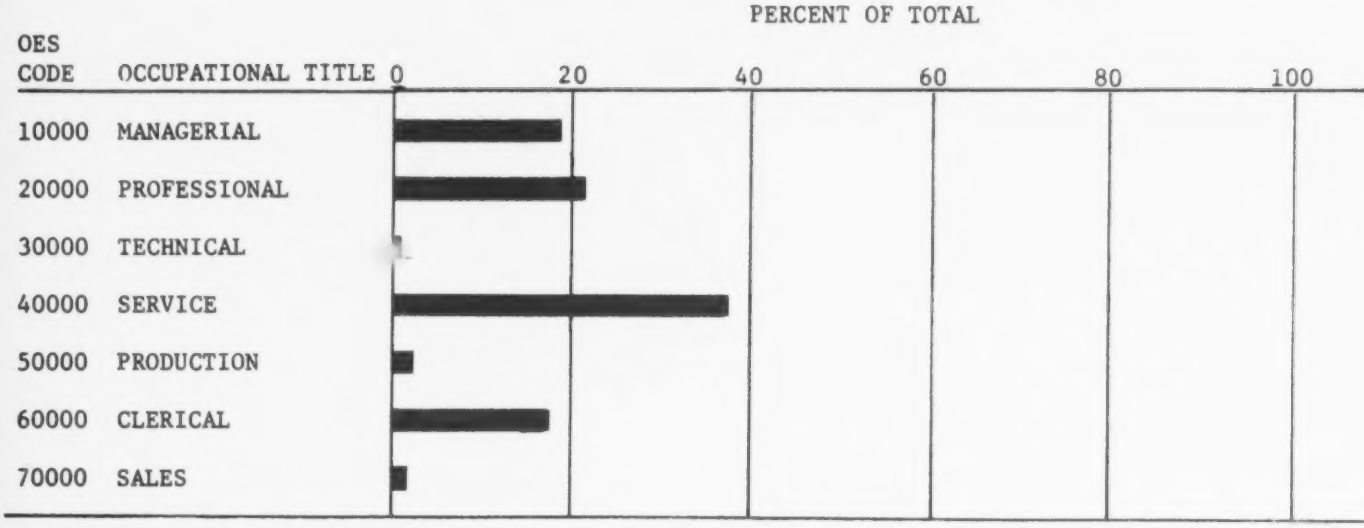
OCCUPATIONAL TITLE	OES CODE	APRIL 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Receptionists	61361	39	18	46	32	1.7	11.0
Secretaries	61368	129	9	141	117	5.5	33.1
Travel Counselors, Auto Club	61390	13	0	13	13	0.6	0.7
Typists	61392	37	13	42	32	1.6	11.0
All Other Office Clerical Workers	61900	30	N.A.	-	-	1.3	N.A.
All Other Plant Clerical Workers	62900	12	N.A.	-	-	0.5	N.A.
SALES OCCUPATIONS	70000	38				1.6	
All Other Sales Agents	71900	38	N.A.	-	-	1.6	N.A.

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Statisticians
Teachers, Preschool/Kindergarten
Teachers/Instructors, Vocational Education
Teachers/Instructors, Nonvocational Education
Writers/Editors
Lawyers
Musicians, Instrumental
Nurses, Professional
Cooks, Restaurant
Supervisors, Nonworking-Service Only
Social Service Aides
Mechanics, Automotive
Bus Drivers, School
Computer Operators
Stenographers
File Clerks
Mail Clerks
Switchboard Operators
Switchboard Operator- Receptionists
Teacher Aides/Educational Assistants
Stock Clerks, Stockroom
Dispatchers, Vehicle, Service or Work
Contribution Solicitors

See page 167 for explanation of footnotes.

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 86)



SERVICES

MEMBERSHIP ORGANIZATIONS

(SIC 86)

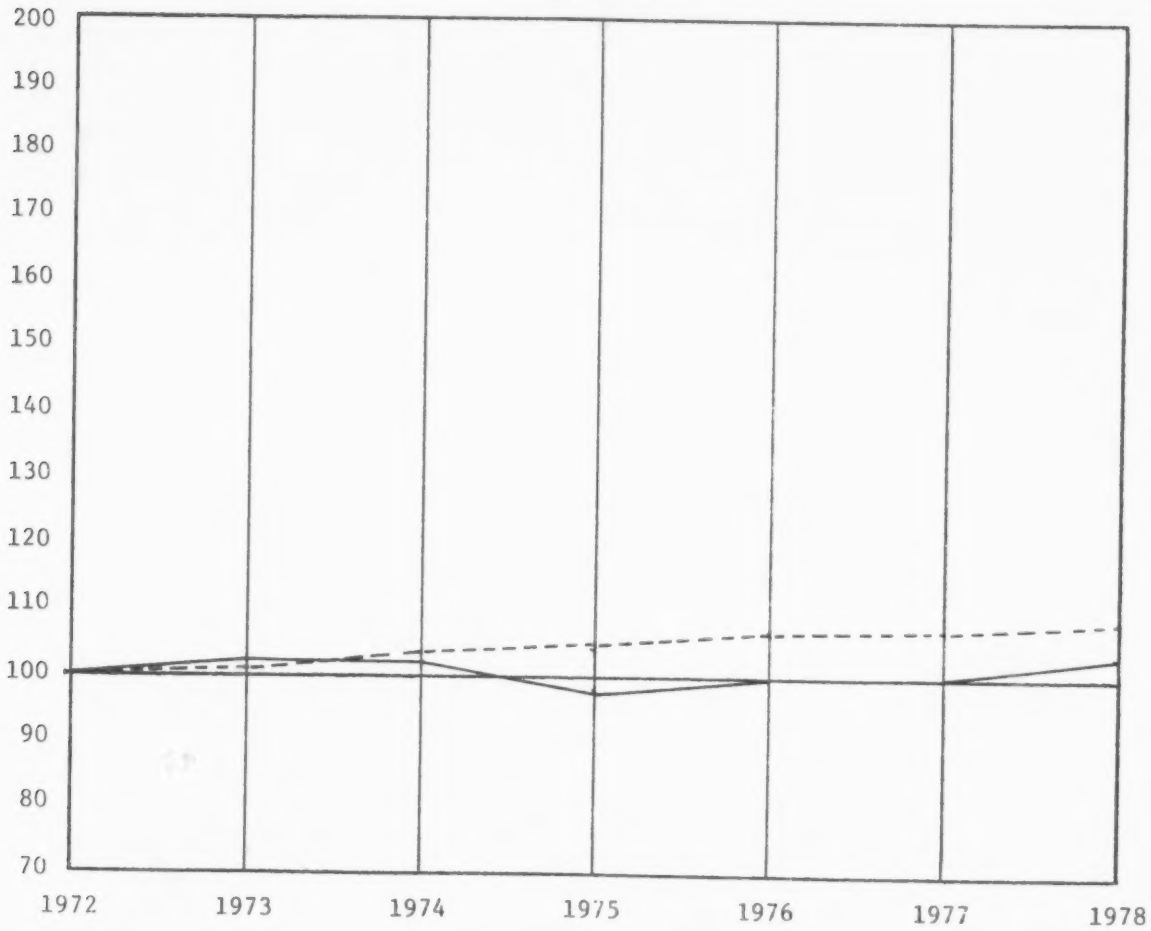
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	6.0	-	1402.7	-
1973	6.1	1.7	1410.3	0.5
1974	6.1	0	1437.9	2.0
1975	5.9	- 3.3	1452.3	1.0
1976	6.0	1.7	1486.8	2.4
1977	6.0	0	1500.0	0.9
1978*	6.2	3.3	1528.1	1.9

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 86)



OCCUPATIONAL EMPLOYMENT
MISCELLANEOUS SERVICES
(SIC 89)

This major group includes establishments engaged in performing services such as those rendered by engineers, architects, accountants, artists, lecturers, and writers. This major group also includes noncommercial establishments primarily engaged in educational, scientific, and research activities.

More than half of the employees in this industry were employed in either the professional or technical occupations in 1978. The leading occupational group was the professional group with 935 workers or 35.3 percent of the total industry employment. This group was followed by the technical group with 577 workers or 21.8 percent of the total industry employment. The dominant occupations for the professional group were accountants and/or auditors with 342 workers and civil engineers with 143 workers. In the technical category, the leading occupations were drafters with 270 workers and surveyors with 115 workers. The remaining occupational groups (managers and officers, services, production, clerical and sales) accounted for 42.9 percent of the total industry employment with the clerical category in the lead with 18.7 percent of the total industry employment.

THE TEN OCCUPATIONS
EMPLOYING THE LARGEST NUMBER OF WORKERS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	JUNE 1978 ESTIMATED EMPLOYMENT
1	25401	Accountants/Auditors	342
2	10000	Managers and Officers	316
3	32003	Drafters	270
4	61368	Secretaries	154
5	21004	Civil Engineers	143
6	55D88	Surveyor Helpers	141
7	32008	Surveyors	115
8	21008	Mechanical Engineers	99
9	25427	Cost Estimators, Engineering	72
10	61307	Bookkeepers, Hand	67

THE FIVE MOST FREQUENTLY REPORTED OCCUPATIONS
LISTED BY ORDER OF RANK

RANK	OES CODE	OCCUPATIONAL TITLE	PERCENT OF FIRMS
1	10000	Managers and Officers	47.7
2	61368	Secretaries	46.1
3	25401	Accountants/Auditors	33.6
4	61392	Typists	32.0
5	61307	Bookkeepers, Hand	25.8

STAFFING PATTERNS

MISCELLANEOUS SERVICES

(SIC 89)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
TOTAL ALL OCCUPATIONS		2,647				100.0	
MANAGERS AND OFFICERS	10000	316	6	335	297	12.0	47.7
PROFESSIONAL OCCUPATIONS	20000	935				35.3	
Civil Engineers	21004	143	18	169	117	5.4	14.1
Electrical and Electronic Engineers	21005	25	37	34	16	1.0	3.9
Mechanical Engineers	21008	99	30	132	66	3.7	6.3
All Other Engineers	21900	23	N.A.	-	-	0.9	N.A.
All Other Physical Scientist	22299	2	N.A.	-	-	0.1	N.A.
All Other Life Scientists	22399	5	N.A.	-	-	0.2	N.A.
All Other Social Scientists	23900	5	N.A.	-	-	0.2	N.A.
Accountants/Auditors	25401	342	4	356	328	12.9	33.6
Architects	25405	51	26	64	38	1.9	7.8
Caseworkers	25418	11	0	11	11	0.4	3.9
Cost Estimators, Engineering	25427	72	46	105	39	2.7	6.3
Librarians, Professional	25448	10	37	14	6	0.4	3.9
Designers	25489	21	34	28	14	0.8	3.9
Tax Preparers	25534	35	26	44	26	1.3	7.0
All Other Professional Workers	29000	91	N.A.	-	-	3.4	N.A.
TECHNICAL OCCUPATIONS	30000	577				21.8	
Drafters	32003	270	17	316	224	10.2	24.2
Surveyors	32008	115	22	140	90	4.3	14.8
Civil Engineering Technicians	32020	65	31	85	45	2.5	0.4
All Other Engineering Technicians	32900	35	N.A.	-	-	1.3	N.A.

See page 167 for explanation of footnotes.

STAFFING PATTERNS

MISCELLANEOUS SERVICES

(SIC 89)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Physical Science Technicians	33001	33	0	33	33	1.2	0.8
All Other Science Technicians	33900	2	N.A.	-	-	0.1	N.A.
All Other Technicians	39000	57	N.A.	-	-	2.2	N.A.
SERVICE OCCUPATIONS	40000	59				2.2	
Janitors, Porters and Cleaners	41000	20	24	25	15	0.7	7.0
All Other Service Workers	49000	39	N.A.	-	-	1.5	N.A.
PRODUCTION OCCUPATIONS	50000	247				9.3	
All Other Mechanics and Repairers	51900	5	N.A.	-	-	0.2	N.A.
Surveyor Helper	55D88	141	23	173	109	5.3	13.3
All Other Skilled Craft Workers	59001	37	N.A.	-	-	1.4	N.A.
All Other Operatives and Semiskilled Workers	59002	37	N.A.	-	-	1.4	N.A.
All Other Laborers and Unskilled Workers	59003	27	N.A.	-	-	1.0	N.A.
CLERICAL OCCUPATIONS	60000	494				18.7	
Bookkeeping/Billing Machine Operators	61103	10	33	13	7	0.4	3.1
All Other Office Machine Operators	61199	14	N.A.	-	-	0.5	N.A.
Accounting Clerks	61301	35	24	43	27	1.3	13.3
Bookkeepers, Hand	61307	67	11	74	60	2.5	25.8
General Clerks, Office	61333	52	14	59	45	2.0	18.0
Receptionists	61361	18	22	22	14	0.7	9.4

See page 167 for explanation of footnotes.

STAFFING PATTERNS

MISCELLANEOUS SERVICES

(SIC 89)

OCCUPATIONAL TITLE	OES CODE	JUNE 1978 ESTIMATED EMPLOYMENT 1/	RELATIVE ERROR 2/	RANGE HIGH	RANGE LOW	PERCENT DISTRIBUTION	PERCENT OF FIRMS REPORTING
Secretaries	61368	154	7	165	143	5.8	46.1
Switchboard Operator-Receptionists	61377	35	14	40	30	1.3	14.1
Typists	61392	66	15	76	56	2.5	32.0
All Other Office Clerical Workers	61900	34	N.A.	-	-	1.3	N.A.
All Other Plant Clerical Workers	62900	9	N.A.	-	-	0.4	N.A.
SALES OCCUPATIONS	70000	19				0.7	
Sales Representatives	71000	19	42	27	11	0.7	4.7

Estimates covering the following occupations were not shown separately because of fewer than ten (10) employees, a relative error greater than 50 percent or disclosure of confidential employer information. They were however added to the appropriate "all other" or residual category.

Industrial Engineers
Mining Engineers
Life Scientists
Psychologists
Purchasing Agents/Buyers
Landscape Architects
Budget Analysts
Writers/Editors
Lawyers
Nurses, Professional
Personnel/Labor Relations Specialists
Computer Programmers, Business
Computer Programmers, Scientific/Technical
Electrical/Electronic Technicians
Social Service Aides
Electricians
Supervisors, Nonworking
Machinists
Maintenance Repairers
Computer Operators
Keypunch Operators
Stenographers
Cashiers
File Clerks
Mail Clerks
Payroll/Timekeeping Clerks
Personnel Clerks
Statistical Clerks
Switchboard Operators
Clerical Supervisors

See page 167 for explanation of footnotes.

STAFFING PATTERNS

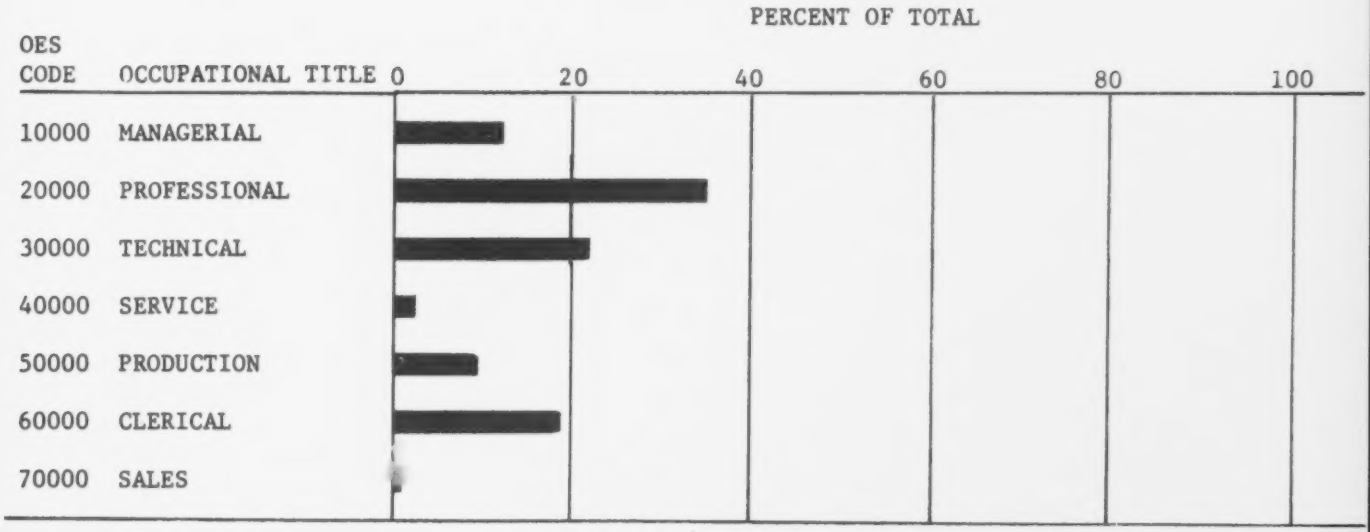
MISCELLANEOUS SERVICES

(SIC 89)

Mechanics, Maintenance
Carpenters

Shipping/Receiving Clerks
Stock Clerks, Stock Room

PERCENT DISTRIBUTION OF
MAJOR OCCUPATIONAL GROUPS
(SIC 89)



SERVICES

MISCELLANEOUS SERVICES

(SIC 89)

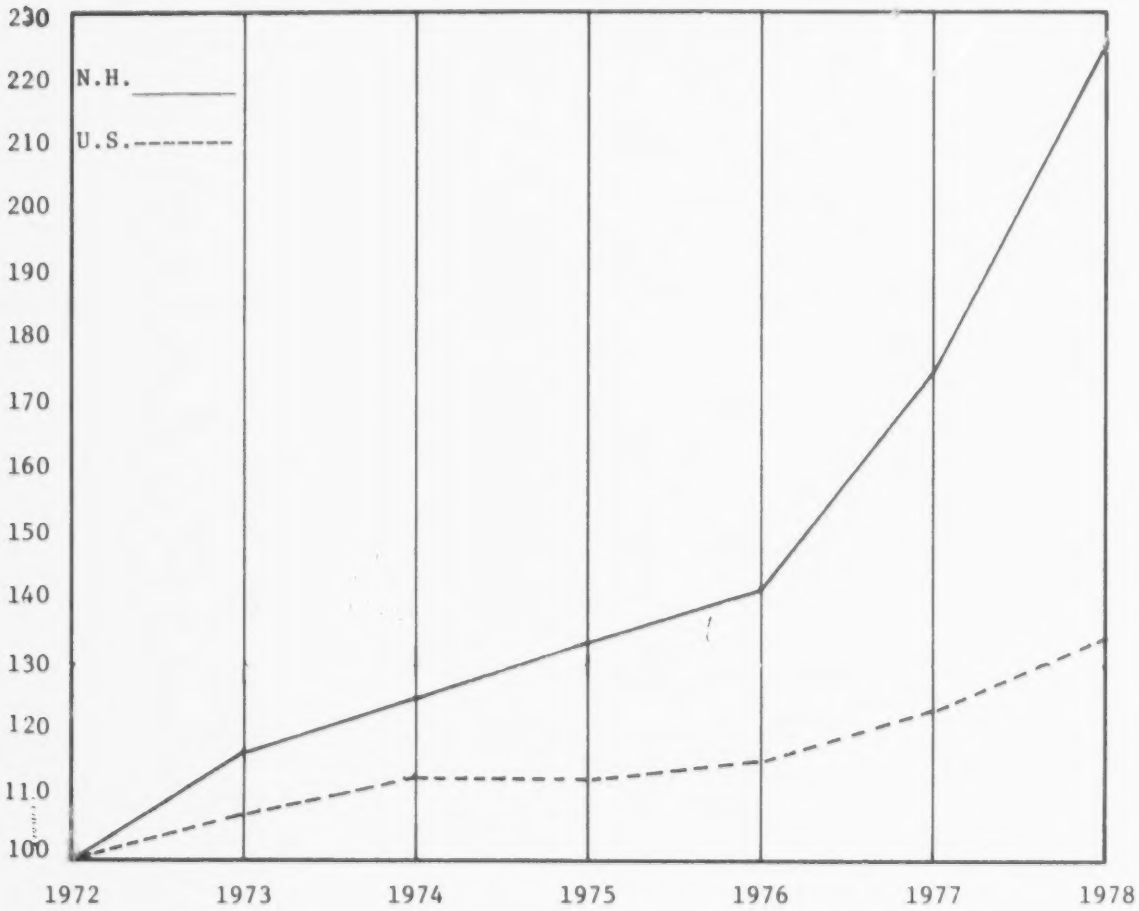
ANNUAL AVERAGE EMPLOYMENT (in thousands)

1972 - 1978

	NEW HAMPSHIRE		UNITED STATES	
YEAR	ANNUAL AVERAGE	PERCENT CHANGE	ANNUAL AVERAGE	PERCENT CHANGE
1972	1.2	-	637.1	-
1973	1.4	16.7	684.2	7.4
1974	1.5	7.1	723.0	5.7
1975	1.6	6.7	723.5	0.1
1976	1.7	6.3	733.0	1.3
1977	2.1	23.5	783.9	6.9
1978*	2.7	28.6	856.1	9.2

*1978 Employment based on preliminary data.

INDEXES OF EMPLOYMENT
NEW HAMPSHIRE AND THE UNITED STATES 1972 - 1978
1972 = 100
(SIC 89)



TECHNICAL DATA

AND

APPENDIX

METHODOLOGY

A. Sample and Survey Response

The second quarter 1977 report of employment and wages covered by the New Hampshire Unemployment Compensation Law was used as the sampling frame for this survey. The selected nonmanufacturing establishments were stratified by three digit SIC's (Standard Industrial Classifications) and by size class. Any unit with two hundred fifty or more employees was automatically included in the sample.

The actual reported survey period varied by industry and was either the week including April 12, May 12, or June 12, 1978 as designated by the U. S. Bureau of Labor Statistics.

Usable responses were received from 2,061 establishments or 74.7 percent of the 2,758 units surveyed. Employment reported by these units account for 76.2 percent of the surveyed employment. The survey was conducted by mail and consisted of an initial mailing and two followups. Phone calls and personal visits were made when needed to insure the validity of the estimates.

B. Estimating Procedure

All usable employer questionnaires were separated into seven employment size groups by industry. For example, establishments with employment of 4-9 would be in one size class, and those with employment of 10-19 would be in another size class, etc. Any given size class of any given industry represents an estimating cell. All establishments of a given estimating cell were assigned a sample weight which is the inverse of the sampling ratio. For example, if the reported employment in a specific occupation for an establishment is 75, and one out of every three of the establishments in this estimating cell is included in the sample, then the weight assigned to this establishment would be the inverse of 1/3 which is 3, and for estimating purposes, the 75 employment will have a representation of 225 (3X75). The employment for any specific occupation in each establishment is blown-up (inflated) by its sample weight and summed for all sample establishments in the cell. A ratio is then obtained by dividing this sum by the weighted total employment. This ratio is multiplied by the benchmark employment for that estimating cell corresponding to the proper survey month (April, May or June 1978). This yields the occupational makeup of the estimating cell for that month. Finally, the employment in like occupations are summed across all employment size classes within each three-digit Standard Industrial Classification (SIC) level to arrive at a total industry employment for each occupation.

C. Sampling Error

As used in this publication, sampling error is measured on a 68 percent degree of confidence level or one standard deviation. For example business services (SIC 73) lists an estimated total of 352 keypunch operators with a relative error of 24 percent. This indicates, at the 68 percent confidence level, the results of a universe count of keypunch operators would not differ by more than 84 or an estimated high of 436 or low of 268. Any occupation with a relative error greater than 50 percent was not published except in the cases of SIC's 17, 63, 65, 70, and 73 where a relatively poor response restricted the relative error to the 35 percent level.

Relative error was computed only for specific occupations and not for residual categories nor for occupational groupings. Relative error relates to the actual estimate.

Percent of firms reporting each occupation could not be readily calculated for groups of occupations, but only for specific occupations.

D. Nonsampling Error

The results of this survey are subject to biases and other nonsampling errors. Although careful editing and screening steps were taken, employer responses may account for some errors in compilation together with faulty planning or definitions. Non-respondents are a source of nonsampling error for which corrective measures are not available. The possibility of these errors was recognized from the start and every effort was made for the elimination of these mistakes.

APPENDIX

All OES surveys provide for the allocation of occupations reported into seven major categories. Specifically these occupational categories are as follows:

10000 Managers and Officers:

Include persons concerned with managerial functions common to many types of organizations as well as occupations which require a knowledge of the management and operations of the given organizations. Typical examples are: Corporate Officers; Plant Managers; Branch Managers; District Managers; Production Superintendents; General Superintendents; and Managers of such departments as budget, purchasing, sales and distribution, advertising, public relations, personnel and training, etc.

20000 Professional Occupations:

Include persons concerned with the theoretical or practical aspects of such fields as science, engineering, technical work, art, education, medicine, law and business relations. Most of these occupations require substantial educational preparation, usually at the university level. Typical examples are: Architects; Engineers (including Sales Engineers); Metallurgists; Physicists; Mathematicians; Statisticians; Biologists; Economists; Accountants and Auditors; Purchasing Agents; Public Relations Practitioner; Personnel and Training Specialists (other than departmental managers); Lawyers; Physicians and Surgeons; Registered Nurses; Editors and Writers.

30000 Technical Occupations:

Include all persons actually engaged in technical work utilizing theoretical knowledge of fundamental scientific, engineering, mathematical, computer programming or draft design principles comparable to those acquired through study at technical institutes, junior colleges or other formal post high school training less extensive than a four year college course, or through equivalent on-the-job training or experience.

40000 Service Occupations:

Include those workers in occupations concerned with the performance of services for persons that require either direct contact or close association with the individual; occupations concerned with the protection of individuals or of public or private property; occupations concerned with preparing and serving food and beverages; and occupations related to the cleaning of the interior and equipment of buildings, offices, stores,and similar places.

50000 Production Occupations:

Include all skilled, semiskilled, and unskilled workers performing machine and manual tasks involving maintenance, construction, repair, material handling and production.

60000 Clerical Occupations:

Include clerical personnel whose work involves preparing, transcribing, transferring, systematizing and preserving communications and records; collating accounts; distributing information. Also include clerical workers involved in planning, coordinating or expediting production and the flow of work and workers involved in the clerical aspects of receiving, storing, issuing or shipping of materials, merchandise, supplies, or equipment.

70000 Sales Occupations:

Includes persons concerned wholly or primarily with selling when knowledge of the goods or services sold is required. Exclude Sales Engineers (see Professional and Technical Workers)and Cashiers (see Clerical Workers).

Explanation of Footnotes:

1/ Employment estimate represents covered employment adjusted for additional current information. Because of data not published, occupations may not add up to total. Data entries were not rounded in order to preserve their analytic value. However, they should not be construed as being absolute but rather as relative values.

2/ Relative errors apply equally to estimated employment and the percent distribution. Please refer to technical notes for an explanation of relative error.

N. A. Not applicable

SELECTED NONMANUFACTURING INDUSTRIES
OES SURVEY SIC CONTENT

SURVEY CODE	SIC INDUSTRY COVERAGE	INDUSTRY
100	14	Mining of Nonmetallic Minerals, Except Fuels
150	15, 16, 17	Construction
600	60, 61	Banking and Credit
620	62, 67	Security and Commodity Brokers
630	63, 64, 65	Insurance and Real Estate
700	70	Hotels, Rooming Houses, Camps, and Other Lodging Places
720	72	Personal Services
730	73	Business Services
750	75	Automotive Repair, Services and Garages
760	76	Miscellaneous Repair Services
780	78	Motion Pictures
790	79	Amusement and Recreation Services, Except Motion Pictures
801	80, Except 806	Health Services Except Hospitals
810	81	Legal Services
830	83	Social Services
840	84	Museums, Art Galleries, Botanical and Zoological Gardens
860	86	Membership Organizations
890	89	Miscellaneous Services

NONMANUFACTURING SURVEY AND USABLE RESPONSE
BY INDUSTRY GROUP
1978

SIC	INDUSTRY	SAMPLE		USABLE RESPONSE		RESPONSE RATE	
		UNITS	EMPLOYMENT	UNITS	EMPLOYMENT	UNITS	EMPLOYMENT
15	BUILDING CONSTRUCTION	183	4,057	120	2,905	65.6	71.6
152	Contractors-Residential	145	2,226	98	1,617	67.6	72.6
154	Contractors-Nonresidential	34	1,773	19	1,238	55.9	69.8
16	CONSTRUCTION OTHER THAN BUILDING	69	2,874	47	2,378	68.1	82.7
161	Highway and Street	31	1,505	20	1,259	64.5	83.7
162	Except Highway and Street	38	1,369	27	1,119	71.1	81.7
17	SPECIAL TRADE CONTRACTORS	470	5,569	290	3,752	61.7	67.4
171	Plumbing, Heating and Air Conditioning	76	1,011	53	657	69.7	65.0
173	Electrical Work	65	732	43	479	66.2	65.4
174	Masonry and Stonework	54	809	30	563	55.6	69.6
179	Miscellaneous Special Trade	102	1,442	60	984	58.8	68.2
60	BANKING	66	3,660	61	3,224	92.4	88.1
602	Commercial and Stock Savings	48	2,699	44	2,273	91.7	84.2
603	Mutual Savings	18	961	17	951	94.4	99.0
61	CREDIT AGENCIES OTHER THAN BANKS	54	977	40	737	74.1	75.4
63	INSURANCE	42	5,405	33	3,748	78.6	69.3
632	Accident and Health Insurance	7	1,173	7	1,173	100.0	100.0
64	INSURANCE AGENTS, BROKERS, AND SERVICE	81	862	66	632	81.5	73.3
641	Insurance Agents, Brokers, and Service	81	862	66	632	81.5	73.3
65	REAL ESTATE	114	1,440	95	875	83.3	60.8
653	Real Estate Agents and Managers	83	726	57	445	68.7	61.3
70	HOTELS, ROOMING HOUSES, CAMPS, AND OTHER LODGING PLACES	99	4,685	78	3,135	78.8	68.9
701	Hotels, Motels and Tourist Courts	77	4,493	57	2,936	74.0	65.3
72	PERSONAL SERVICES	212	2,518	165	2,105	77.8	83.6
721	Laundry, Cleaning and Garment Services	75	1,414	58	1,194	77.3	84.4

NONMANUFACTURING SURVEY AND USABLE RESPONSE
BY INDUSTRY GROUP
1978

SIC	INDUSTRY	SAMPLE		USABLE RESPONSE		RESPONSE RATE	
		UNITS	EMPLOYMENT	UNITS	EMPLOYMENT	UNITS	EMPLOYMENT
73	BUSINESS SERVICES	289	4,515	202	3,109	69.9	68.9
734	Services to Dwellings and Other Buildings	64	722	46	550	71.9	76.2
739	Miscellaneous Business Services	143	2,190	102	1,435	71.3	65.5
75	AUTOMOTIVE REPAIR, SERVICES, AND GARAGES	113	1,211	84	966	74.3	79.8
753	Automotive Repair Shops	81	898	60	731	74.1	81.4
79	AMUSEMENT AND RECREATION SERVICES, EXCEPT MOTION PICTURES	51	1,481	39	1,314	76.5	88.7
794	Commercial Sports	14	1,106	12	1,096	85.7	99.1
80	HEALTH SERVICES	261	6,420	225	5,315	86.2	82.8
801	Offices of Physicians	65	1,222	60	1,030	92.3	84.3
802	Offices of Dentists	65	383	58	337	89.2	88.0
805	Nursing and Personal Care Facilities	38	3,066	30	2,459	78.9	80.2
808	Outpatient Care Facilities	25	746	22	712	88.0	95.4
81	LEGAL SERVICES	73	940	60	810	82.2	86.2
811	Legal Services	73	940	60	810	82.2	86.2
83	SOCIAL SERVICES	136	2,767	109	2,223	80.1	80.3
836	Residential Care	31	821	28	763	90.3	92.9
86	MEMBERSHIP ORGANIZATIONS	136	1,465	115	1,274	84.6	87.0
864	Civic, Social, and Fraternal Associations	75	846	63	727	84.0	85.9
89	MISCELLANEOUS SERVICES	128	1,566	109	1,321	85.2	84.4
891	Engineering, Architectural, and Surveying Services	57	926	48	798	84.2	86.2
	TOTALS */	2,577	52,412	2,029	39,823	78.7	76.0

*/ Totals are limited to those two digit industries that meet pubication criteria.

SAMPLE RESPONSE RATES FOR ALL INDUSTRIES IN SURVEY

SURVEY CODE*	SAMPLE		USABLE	RESPONSE	PERCENT OF SAMPLE	
	UNITS	EMPLOYMENT	UNITS	EMPLOYMENT	UNITS	EMPLOYMENT
100	27	408	22	341	81.5	83.6
150	722	12,500	457	9,035	63.3	72.3
600	120	4,637	101	3,961	84.2	85.4
620	18	344	16	311	88.9	90.4
630	283	7,831	205	5,348	72.4	68.3
700	99	4,695	78	3,135	78.8	66.8
720	212	2,518	165	2,105	77.8	83.6
730	289	4,515	202	3,109	69.9	68.9
750	113	1,211	84	966	74.3	79.8
760	49	379	42	326	85.7	86.0
780	37	452	28	312	75.7	69.0
790	51	1,481	39	1,314	76.5	88.7
801	261	6,420	225	5,315	86.2	82.8
810	73	940	60	810	82.2	86.2
830	136	2,767	109	2,223	80.1	80.3
840	4	92	4	92	100.0	100.0
860	136	1,465	115	1,274	84.6	87.0
890	128	1,566	109	1,321	85.2	84.4
TOTAL **	2,758	54,221	2,061	41,298	74.7	76.2

* Please refer to page 168 for definition of Standard Industrial Classification (SIC) industry content of survey codes.

** Totals represent entire survey sample, including industries which have not met publication criteria.

ANNUAL AVERAGE EMPLOYMENT IN NEW HAMPSHIRE

NONMANUFACTURING

1972 - 1978

SIC	INDUSTRY	1972	1973	1974	1975	1976	1977	1978 */
14	Mining and Quarrying	450	450	450	450	400	400	400
15	Building Construction - General Contractors	6,450	7,350	6,350	4,850	5,400	6,200	6,500
16	Construction Other Than Building Construction	2,650	3,150	2,550	2,220	2,350	3,000	4,000
17	Construction - Special Trade Contractors	6,500	6,950	6,650	5,800	6,600	7,800	8,350
60	Banking	3,550	3,880	4,050	4,200	4,350	4,750	5,200
61	Credit Agencies Other Than Banks	850	850	900	950	1,000	1,050	1,200
62	Security and Commodity Brokers	150	100	100	100	100	150	150
63	Insurance	4,650	4,900	5,250	5,350	5,700	5,950	6,350
64	Insurance Agents and Brokers	1,350	1,450	1,500	1,550	1,650	1,750	1,850
65	Real Estate	1,600	1,900	1,900	1,700	1,900	2,150	2,150
66	Combinations of Real Estate, Insurance, Loans, Law Offices	200	200	200	150	150	150	200
67	Holding and other Investment Offices	50	150	150	150	200	250	200
70	Hotels, Rooming Houses and Camps	5,950	5,950	5,900	5,900	6,450	6,450	6,450
72	Personal Services	2,900	3,000	2,950	2,800	2,900	3,050	3,100
73	Business Services	2,800	3,250	3,700	3,850	4,350	5,000	5,850
75	Automotive Repair, Services and Garages	1,350	1,500	1,550	1,550	1,750	1,950	2,050
76	Miscellaneous Repair Services	350	350	400	400	500	500	550
78	Motion Pictures	500	500	450	450	450	450	450
79	Amusement and Recreation Services	2,500	3,050	3,200	3,600	3,650	3,800	3,850
80	Health Services	14,000	15,150	16,150	17,300	17,800	18,950	19,900
81	Legal Services	1,000	1,100	1,250	1,300	1,400	1,600	1,650
82	Educational Services	7,250	7,550	7,050	7,450	7,750	7,900	7,900
83	Social Services	1,400	1,950	2,150	2,850	3,050	3,000	3,500
84	Museums, Art Galleries, Botanical and Zoological Gardens	100	100	50	50	100	100	100
86	Membership Organizations	6,050	6,050	6,100	5,950	6,000	6,000	6,250
89	Miscellaneous Services	1,250	1,400	1,500	1,550	1,750	2,150	2,700
Total		75,800	82,150	82,450	82,450	87,700	94,500	100,850

*/ 1978 Employment Based on Preliminary Data

Note: This table includes employment data for Hospitals (SIC 806) and Education (SIC 82) which were not covered in the OES Survey for Selected Nonmanufacturing Industries.